



# **STIC Search Report**

## **EIC 3600**

**STIC Database Tracking Number: 223308**

**TO: Igor Borissov**  
**Location: Knox 5D 15**  
**Art Unit : 3628**

**Case Serial Number: 09/592618**

**From: Robert Finley**  
**Location: EIC 3600**  
**KNX-4C 29**  
**Phone: 571-272-8952**

**Robert.Finley@uspto.gov**

### **Search Notes**

Examiner Borissov:

Attached are the results of your search request regarding  
**METHOD AND APPARATUS FOR PROVIDING A BENEFIT DURING A TRANSACTION FOR  
USE DURING A LATER TRANSACTION**

Please let me know if need you anything further.

Bob Finley



# STIC EIC 3600

## Search Request Form

Today's Date: \_\_\_\_\_ Class/Subclass \_\_\_\_\_ What date would you like to use to limit the search?  
Priority Date: \_\_\_\_\_ Other: \_\_\_\_\_

Name IGOR BORISSOV  
AU 3628 Examiner # 79247  
Room # 5D15 Phone 2-6801  
Serial # 09/592,618

### Format for Search Results (Circle One):

☒ PAPER ☐ DISK ☐ EMAIL

### Where have you searched so far?

☒ USP ☐ DWPI ☐ EPO ☐ JPO ☐ ACM ☐ IBM TDB  
☐ IEEE ☐ INSPEC ☐ SPI ☐ Other \_\_\_\_\_

What is the topic, novelty, motivation, utility, or other specific details defining the desired focus of this search? Please include the concepts, synonyms, keywords, acronyms, definitions, strategies, and anything else that helps to describe the topic. Please attach a copy of the abstract, background, brief summary, pertinent claims and any citations of relevant art you have found.

Claim 1 + 30

*Plenary Request*  
*John W. Hayes*  
JOHN W. HAYES  
SUPERVISORY PATENT EXAMINER

STIC Searcher \_\_\_\_\_ Phone \_\_\_\_\_  
Date picked up \_\_\_\_\_ Date Completed \_\_\_\_\_



5/9/2 (Item 2 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01868092 05-19084

Gift catalog

Anonymous

Incentive The Guide to Corporate Gift Giving Supplement PP: 32-38 Aug

1999 CODEN: ICTMBW ISSN: 1042-5195 JRNL CODE: IMK

DOC TYPE: Journal article LANGUAGE: English LENGTH: 7 Pages

WORD COUNT: 2219

COMPANY NAMES:

American Express Co (DUNS:00-697-9900 TICKER:AXP)

Bath & Body Works

Crate & Barrel

Eddie Bauer (DUNS:05-549-3340)

Lillian Vernon Corp (DUNS:04-633-6012 TICKER:LVC)

GEOGRAPHIC NAMES: US

DESCRIPTORS: Gifts; Incentives; Manycompanies

CLASSIFICATION CODES: 9190 (CN=United States); 6400 (CN=Employee benefits & compensation)

ABSTRACT: A number of incentive gifts are discussed, and a list of suppliers is presented.

TEXT: Under \$50.00

American Express

Persona(SM) SelectWhen you have the need for a short-term, fast and easy-to-implement incentive program, Persona Select offers a reward that's exciting and effective. Pre-set denominations are available in 25, 50, 100, 250 or 500 points (equivalent to dollars).

Bath & Body Works

With over 1,100 stores offering everything from our Stress Relief body care and delightful Home Fragrances to our handcrafted gifts, Bath & Body Works will treat your top performers and customers to all kinds of wonderful rewards, fresh from America's Heartland

Bennett Brothers

GE AM/FM Super Radio III-Powerful 700 mw RMS audio output. "AM Accent" switchable AM bandwidth for maximum selectivity of adjacent stations (normal) or improved response of strong signal stations (wide). Two speaker system. Uses built-in AC line cord with storage or 6 "D" batteries (not included). Jack for optional headphones. 4 1/2"D x 12 1/2" W x 10

1/2" H. 8 lbs. R3116. Your cost: \$39.50.

Best Buy

Best Buy Gift Cards are redeemable for brand-name merchandise at over 315 Best Buy retail locations. Available in 8 different denominations to \$100. No expiration date.

Blockbuster

Easy To Give. Fun To Use. Hard To Beat.

BLOCKBUSTER GIFTCARDS(TM) Reward them with serious funtheir choice of movies, video game rentals, snacks and more.

#### Cracker Barrel Old

(Photograph Omitted)

(Photograph Omitted)

(Photograph Omitted)

(Photograph Omitted)

(Photograph Omitted)

(Photograph Omitted)

#### Country Store

As you make your incentive plans, please be sure to keep in mind our 394 locations in 36 states for some good country cooking. We'll do our best to make you feel at home as you enjoy a variety of hot, home-cooked meals, for breakfast, lunch or dinner. While you're there, take some time to stretch your legs browsing through our retail store. We want to make every experience at Cracker Barrel a special one. Whether it is a first visit to Cracker Barrel Old Country Store or even the 1 00th, our gift certificates are sure to make it special.

#### Crate & Barrel

Contemplate this serene, shapely bowl, perfect for floating a blossom or candle, or serving fruit and candy. Handblown of sparkling thick-walled glass; cut and polished rim. A Crate & Barrel exclusive. Lotus Bowl \$16.95; Potpourri \$12.95.

#### Crystal Clear/Fifth Avenue Crystal LTD

With over 5,000 gift and accessory items in stock, Crystal Clear is your best source for corporate gifts and incentives at any price point. Shown here: our latest collection of crystal sports paperweight keepsakes. Retail: \$25-\$60.

#### Eddie Bauer

#### Eddie Bauer

Award Certificates-Give your top employees, clients and suppliers what they really want. Choices. Over 500 retail stores, our 24hour catalog and our Web site: [www.eddiebauer.com](http://www.eddiebauer.com)

#### K\*B Toys

KB Toys Gift Checks are redeemable at over 1,300 stores, located in the 50 states and Puerto Rico, which offer many exciting categories great for adults and kids alike. Gift Checks are available in any quantity and come in denominations ranging from \$5 to \$500. Free administration, printing and single destination shipping \*\*\*offered\*\*\* with all orders. Volume discounts available

#### Kmart

The Kmart Cash card is a gift card and more. It is available in any denomination. Redeemable at over 2,100 Kmart, Big Kmart and Super Kmart stores nationwide.

#### International Wine of the Month Club

Members are introduced to 2 different internationally selected varietal

wines, typically one red and one white. Reorder your favorites in half and full case quantities at substantial \*\*\*discounts\*\*\*. Shipments include a monthly newsletter. Gift memberships range from 2-12 mo. Retail cost: \$34.95/mo. Call 1-800-625-8238; [www.winemonthclub.com](http://www.winemonthclub.com)

#### Lillian Vernon

Custom-manufactured snow globes with a classic collectible appeal that showcases your company's exclusive image. Let us work with you to develop your next successful \*\*\*promotion\*\*\*. Several price points available.

#### Loews Cineplex Entertainment

The Galaxy Combo Ticket-Invite your employees and clients to a complete "night out at the movies" with The Galaxy Combo Ticket. This premium incentive product includes two unrestricted adult admissions, one medium popcorn and two small sodas. Price: \$17.00 per ticket with gift envelope.

#### Planet

(Photograph Omitted)

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(Photograph Omitted)

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(Photograph Omitted)

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#### Hollywood

For corporate incentive programs, Planet Hollywood makes everyone feel like a star. Use our Planet Hollywood In-Orbit dollars and try our enticing new menu and our cool line of specialty merchandise.

#### Microbrewed Beer of the Month Club

Each month, members receive twelve 12-oz. beers (4 different styles) from a variety of U.S. microbreweries. Shipments include our monthly newsletter, providing information about the breweries featured and what to look for in each beer. Gift memberships range from 2-12 mo. Retail cost: \$28.95/mo. Call 1-800-625-8238; [www.beermonthclub.com](http://www.beermonthclub.com)

#### Macy's Corporate Gift Service

Macy's Corporate Gift Service offers the gift that makes everyone happy: Macy's Merchandise Gift Certificates. With a store full of wonderful items for home, lifestyle and work, you'll be giving your employees and clients the chance to get exactly what they want.

## Pfaltzgraff

Ocean Breeze dinnerware and Providence 18/8 stainless steel flatware. Pfaltzgraff, the market leader in casual dinnerware. Retail price points available From \$20 to \$250+.

## Omaha Steaks

Omaha Steaks, the nation's leading purveyor of quality beef products as well as poultry, pork, seafood and dessert items, offers a variety of gourmet foods at various price points for every type of gift program. In addition, Omaha Steak Bucks and Gourmet Gift Certificates are available and redeemable via the Omaha Steak Buck catalog or Omaha Steaks Gourmet catalog by toll free phone, fax or mail order.

## PromoMart

Whether you're looking for executive gifts or planning a promotion -visit [www.promomart.com/incent](http://www.promomart.com/incent). PromoMart is the largest online shopping site for imprintable gifts and \*\*\*promotional\*\*\* products. You'll find thousands of items and ideas on how to use them. Shop for everything from flashlights to fine crystals on PromoMart.

## T.J. Maxx/Marshalls

TJX Corporate Incentives are redeemable at either T.J. Maxx or Marshalls. There are almost 1,100 stores nationwide. Each store is filled with brand name and designer fashion for the family and home, all for much, much less than department store prices, every day. Premium Cigar of the Month Club

Members receive five premium, hand-rolled cigars from the world's premium cigar-producing countries. Shipments include a variety of lengths, gauges and tobacco blends and an informative newsletter describing featured selections, event listings, and industry articles. Gift memberships range from 2-12 mo. Retail cost: \$29.95/mo. Call 1-800-625-8238; [www.cigarmonthclub.com](http://www.cigarmonthclub.com)

## Russell Stover Candies

Give "only the finest." Our 5 lb. box of assorted chocolates is featured in festive holiday wrap, or choose from a variety of other gift assortments. Price points from under \$1 to over \$30. Quantity \*\*\*discounts\*\*\* available.

\$50-\$ 100

## Hammacher Schlemmer

Desktop 30mm Spotting Scope-This scope delivers a 15X magnification yet weighs just 4 ounces. Fully-coated, glass provides a 3.5 degree field of view. Vinyl covered, metal scope; brass trim. Tripod and case. 7 1/2" H x 2" W x 5" L. Item #62938. \$79.95.

## Stock Yards

Kings & Queens Gifts-Combines the tenderness of the filet mignon with the hearty flavor of the New York strip. Perfectly aged, hand-trimmed and shipped directly to your door. Gift #1037. \$94.95.

## Lenox

Customized fine china giftware-Just a small sampling of our customized giftware, where your logo, message or design take center stage on the Lenox Eternal Collection.

## Wedgwood

21 st Century Cup & Saucer Pair-The newest in a series of collectible cups and saucers designed by Wedgwood to speak to mankind's accomplishments of the last 3 centuries in this millennium. The newest addition speaks to the new millennium and the changes it brings. Its color palette is soft blue, gray and black with platinum accents. Gift boxed pair retail is \$99. \$100-\$150

## Waterford

Champagne Bottle Coaster-Waterford has added a line extension to the Millennium Toasting Flute Collection. The Crystal Coaster is cut into 5 panels with each featuring the design of the 5 universal wishes of Happiness, Love, Health, Prosperity and Peace. The Coaster is gift boxed with a story card enclosed and retails at \$110. A gift for the millennium with very special wishes.

\$150-\$200

## Baccarat

Corolle vase (left) and the Serpentin vases (right). With unequivocal beauty and style, these pieces stand as visual testimonies of a colleague's hard work and accomplishments. Displayed at home or in the office, they are as practical as they are breathtaking. Corolle vase, 4 1 /2": \$165. Serpentin vases, medium pictured 7 7/8" \$360. Also available in small 5 7/8" \$190 and large 9 7/8" \$495. Brinkmann

Outdoor gas cooker/fryer with powerful 170,000 BTU heating capacity and low to high adjustable burner. Features a large diameter platform with raised rim to secure support large pots and pans. Ideal for deep fried whole turkeys, seafood boils, fish fries, canning and stews. Retails for \$169.99.

Over \$200

## Royal Scandinavia

Kosta Boda has designed a pair of Limited Edition Millennium Goblets. Every piece is numbered and signed. The stems each hold a man reaching toward a silvery bubble of light. The pair of goblets are packed in a Commemorative Gift Box, also numbered to match each glass.

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(Photograph Omitted)

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(Photograph Omitted)

250.00 each pair.

S.T. Dupont

With Orpheo Chairman, S.T. Dupont crowns its new Prestige line of pens.

The perfect union of the goldsmith's art and traditional Chinese lacquer techniques, these unique pens are veritable jewels. Fine guilloche work gives them their dazzling decorative finish. Then a clear coat of genuine Chinese Lacquer imparts sumptuous ruby lustre. The fountain pen is \$640. The ball point/propelling pencil is \$435.

Canon

Rebel 2000 SLR Camera

Ready for the millennium? Start a new century off right. With its cutting edge technology and carefree operation, Canon's EOS Rebel 2000 lets you focus on tomorrow like never before. With a faster autofocus speed and 7 point AF system, the Rebel 2000 provides the best Rebel performance yet. Easy to use, this fully automatic 35mm SLR also has a retractable built-in flash and a mode dial with 11 preprogrammed modes. Retail: \$590.00

Movado

Movado's Museum Lancy: Solid Stainless Steel, Black Museum Dial, Crown Protector, Deployment Clasp, Sapphire Crystal, Water Resistant to 99 feet. Retail for \$695.

American Express Incentive Services

(800) 700-7610, ext. 301  
Web site: [www.eis.com](http://www.eis.com)

Products: Persona Select and Gift Cheques

Baccarat

(888) 346-4685, (212) 545-8266

Fax: (212) 686-1569

Products: Crystal, fine giftware

Bath & Body Works

(800) 395-1001

Fax: (614) 856-7913

E-mail: [cwylde-oubrerie@bbw.com](mailto:cwylde-oubrerie@bbw.com)

Products: Body and skin care  
Bennett Brothers, Inc.

(800) 621-2626, (212) 263-4800

Fax: (312) 621-1669

(Photograph Omitted)

(Photograph Omitted)

(Photograph Omitted)

(Photograph Omitted)



(Photograph Omitted)

Products: Variety of corporate gifts at various price points, catalog Best Buy

(877) 370-1234

Fax: (612) 995-5151

E-mail: karen.doyle@bestbuy.com

Products: Gift cards

Blockbuster

(888) 313-2234, (214) 854-3609

Fax: (214) 854-3553

E-mail:

ross.sawai@blockbuster.com

Products: Gift cards

Brinkmann

(972) 770-8564

Fax: (972) 770-8592

E-mail: jwallin@dallasmfco.com

Products: Outdoor leisure and sporting goods

Canon USA Inc.

(516) 328-4808

Fax: (516) 328-4829

Web site: [www.usa.canon.com](http://www.usa.canon.com)

Products: Cameras and equipment

C & H Clubs U.S.A, Inc.

(800) 625-8238, (949) 206-1904

Fax: (949) 206-9420

Web sites:

[www.beermonthclub.com](http://www.beermonthclub.com),

[www.cigarmonthclub.com](http://www.cigarmonthclub.com),

[www.winemonthclub.com](http://www.winemonthclub.com)

Products: Wine, beer and cigars

Cracker Barrel

(800) 576-7693, (615) 443-9562

Fax: (615) 443-9511

Web site: [www. crackerbarrel.com](http://www.crackerbarrel.com)

Product: Gift certificates

Crate & Barrel

(800) 717-1112

Fax: (847) 215-0134

Products: Housewares and home furnishings. Gift certificates

Crystal Clear/Fifth Avenue Crystal LTD

(800) 841-4014

Fax: (212) 685-1035

Products: Crystal gihware and accessories, china

Eddie Bauer

(800) 233-4174

Fax: (425)482-5061

E-mail: [corpsale@eddiebauer.com](mailto:corpsale@eddiebauer.com)

Web site: [www.eddiebauer.com](http://www.eddiebauer.com)

Products: Gift certificates

Hammacher Schlemmer

(800) 892-1063

Fax: 312) 664-8618

E-mail:

[corpsales@hammacher.com](mailto:corpsales@hammacher.com)

Web site: [www.hammacher.com](http://www.hammacher.com)

Products: Diverse and innovative items available at retail stores or through the catalog.

KB Toy Stores

(888) 443-8366; (413) 496-3383

Fax: (413) 496-3616

E-mail: [ajancewicz@kbtoys.com](mailto:ajancewicz@kbtoys.com)

Web site: [www.kbtoys.com](http://www.kbtoys.com)

Products: Toys and games. Gift Certificates

Kmart Corporation

(248) 643-1493

Fax: (248) 643-3207

E-mail: [jgamble@kmart.com](mailto:jgamble@kmart.com)

Web site: [www.kmart.com](http://www.kmart.com)

Products: Kmart gift cards redeemable at all Kmart stores.

Lenox

(800) 377-1772

Fax: (609) 844-1580

Products: China, crystal, silver, pewter and glassware

Lillian Vernon

(914) 925-1200

Fax: (914) 925-1444

Web site: [www.lillianvernon.com](http://www.lillianvernon.com)

Products: Specialty catalogs filled with household, decorative items and more.

Loews Cineplex Entertainment

(800) 576-7849

Fax: (617) 425-5177

E-mail: [sonyloews@aol.com](mailto:sonyloews@aol.com)

Products: Discount movie tickets and gift certificates

Macy's Corporate Gift Service

(800) 343-0121; (212) 494-3620

Fax: (212) 594-9802

Products: Gift certificates

Movado Group, Inc.

(201 ) 842-2024

Fax: (201) 842-2030

Products: Movado, Vizio, ESQ,

Concord, Coach watches

Omaha Steaks

(800) 228-2480

Fax: (800) 387-8600

E-mail: [incent@omahasteaks.com](mailto:incent@omahasteaks.com)

Web Site: [www.osincentives.com](http://www.osincentives.com)

Products: Food and gift baskets, gift certificates, mail order catalog

Pfaltzgraff Co.

(717) 852-2586

Fax: (717) 852-2651

E-mail: roger.stephenson@pfz.com

Products: Tableware

Planet Hollywood

(888) 617-5263, (407) 903-5444

Fax: (407) 352-1792

E-mail:

ndance@planethollywood.com Web site:

www.planethollywood.com

Products: Gift certificates redeemable for food, beverage and merchandise at Planet Hollywood locations.

PromoMart Web site:

www.promomart.com/incent

Products: Thousands of imprintable business gifts available by ordering online 24 hours a day.

Royal Scandinavia

(609) 985-8740,

Fax: (609) 985-8749 Products: Crystal giftware & clocks; glassware

Russell Stover Candies

(800) 898-2878;

Fax: (816) 232-9609

E-mail: ann.lembeck@rstover.com

Products: Chocolate, candy

S.T. Dupont

(800) 341-7003; (914) 273-0382

Fax: (914) 701-5201

Products: Writing instruments  
Stock Yards

(800) 821-3687; (312) 733-6050

Fax: (312) 733-1746

Web site: www.stockyards.com

Products: Food gifts and gift certificates

TJX Corporate/Incentives

T.J. Maxx/Marshalls

(800) 333-1387

Fax: (508) 390-5739

Products: Gift certificates redeemable at over 1,000 T.J. Maxx or Marshalls stores nationwide

Waterford/Wedgwood USA, Inc.  
(800) 933-3370; (732) 938-5800

Fax: (732) 938-6365

Products: China, Christmas specialties, clocks, crystal, dinnerware, figurines, frames trophies, gifts, sports memorabilia, stemware, tableware, vases and collectibles

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Robert Finley

File 347:JAPIO Dec 1976-2006/Dec(Updated 070403)  
(c) 2007 JPO & JAPIO  
File 348:EUROPEAN PATENTS 1978-2007/ 200716  
(c) 2007 EUROPEAN PATENT OFFICE  
File 349:PCT FULLTEXT 1979-2007/UB=20070419UT=20070312  
(c) 2007 WIPO/Thomson  
File 350:Derwent WPIX 1963-2007/UD=200725  
(c) 2007 The Thomson Corporation

Set	Items	Description
S1	2915	AU=WALKER J?
S2	149	AU=MIK M?
S3	219	AU=PALMER T?
S4	132	AU=SAMMON R?
S5	39594	AU=KOBAYASHI M?
S6	323	AU=GELMAN G?
S7	1	AU=LASATER M?
S8	96	AU=GOLDEN A?
S9	84	AU=BEMER K?
S10	19	AU=WOLINSKY S?
S11	42805	S1 OR S2 OR S3 OR S4 OR S5 OR S6 OR S7 OR S8 OR S9 OR S10
S12	4784	(CUSTOMER OR CUSTOMERS OR PURCHASER OR PURCHASERS OR PATRON OR PATRONS OR SHOPPER OR SHOPPERS)(3N)(BENEFIT? ? OR GIFT OR GIFTS OR PROMOTION?? OR PREMIUM? ? OR BONUS?? OR REWARD? ? OR INCENTIVE? ? OR REBATE? ?)
S13	33792	(TRANSACTION? ? OR BUYING OR BUY??? OR BOUGHT OR PURCHAS??? OR PROCUR??? OR PROCUREMENT OR ACQUIR???) (3N)(FIRST OR 1ST OR SECOND OR 2ND OR SUBSEQUENT?? OR FOLLOW??? OR REPEAT???)
S14	17	(S12(S)S13) AND S11
S15	17	S14 AND IC=(G06F OR G06Q)
S16	12	S15 AND PY<2002

16/3,K/1 (Item 1 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00739247 \*\*Image available\*\*

SYSTEM AND METHOD FOR RESELLING A PREVIOUSLY SOLD PRODUCT  
SYSTEME ET PROCEDE PERMETTANT DE REVENDRE UN PRODUIT DEJA VENDU

Patent Applicant/Assignee:

WALKER DIGITAL LLC, One High Ridge Park, Stamford, CT 06905, US, US  
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

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TEDESCO Daniel E, Apt. 6, 192 Park Street, New Canaan, CT 06840, US, US  
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

TALWALKAR Nandu A (et al) (agent), Walker Digital Corporation, Five High  
Ridge Park, Stamford, CT 06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200052613 A2 20000908 (WO 0052613)

Application: WO 2000US3519 20000210 (PCT/WO US0003519)

Priority Application: US 99260439 19990302

Designated States:

(Protection type is "patent" unless otherwise stated - for applications  
prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE  
GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK  
MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN  
YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8466

Patent Applicant/Inventor:

WALKER Jay S ...

Patent and Priority Information (Country, Number, Date):

Patent: ... 20000908

Main International Patent Class (v7): G06F-017/60

Fulltext Availability:

Detailed Description

Publication Year: 2000

Detailed Description

... sold to an original purchaser subject to a buyout provision to be  
resold to a subsequent purchaser. Such an arrangement can benefit  
both a seller and the original purchaser, who may now profit from the  
resale. The present invention can also benefit the subsequent  
purchaser, who may purchase a product that would not otherwise be  
available.

The present invention has been described in...

16/3,K/2 (Item 2 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00577736 \*\*Image available\*\*

SYSTEM AND METHOD FOR NEGATIVE RETROACTIVE DISCOUNTS

SYSTEME ET METHODE CONCERNANT DES PENALISATIONS RETROACTIVES SUR REMISES

Patent Applicant/Assignee:

Robert Finley

WALKER DIGITAL LLC, One High Ridge Park, Stamford, CT 06905, US, US  
(Residence), US (Nationality), (For all designated states except: US)  
Patent Applicant/Inventor:

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VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US, US  
(Residence), US (Nationality), (Designated only for: US)

O'SHEA Deirde, 10 Manhattan Avenue - Apt.2A, New York, NY 10025, US, US  
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

BUCKLEY Patrick J (et al) (agent), Walker Digital Corporation,  
Intellectual Property Dept., One High Ridge Park, Stamford, CT 06905,  
US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200041109 A2 20000713 (WO 0041109)

Application: WO 99US28702 19991202 (PCT/WO US9928702)

Priority Application: US 98223903 19981231

Designated States:

(Protection type is "patent" unless otherwise stated - for applications  
prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE  
GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK  
MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN  
YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 16522

Patent Applicant/Inventor:

WALKER Jay S ...

Patent and Priority Information (Country, Number, Date):

Patent: ... 20000713

Main International Patent Class (v7): G06F-017/60

Fulltext Availability:

Detailed Description

Publication Year: 2000

Detailed Description

... fulfilled obligations associated with a discount that has been  
provided at the time of a **first purchase**. The obligation associated  
with the discount can take many forms, but generally includes an  
obligation...

...customer make a further purchase, for example, at a later time. In this  
manner, the **customer** can accept a **benefit** at the time of the **first  
purchase** (in the form of a discount or premium) but will be obliged to  
make a...

...purchase in accordance with terms tied to that benefit. Thus, rather  
than giving away a **benefit** to the **customer** in the hopes that store or  
brand loyalty has been fostered, the retailer can regain...or she has  
already selected for purchase. The merchant, in this scenario, has  
created an **incentive** for the **customer** to return to the store, which  
may result in many further purchases by the customer...

...discounted product has an expectancy that the customer will satisfy his  
or her obligation to **repeat** the **purchase**, which provides the merchant  
with useful information to guide the manufacture, distribution and  
stocking of...the future in order to obtain a discount or premium at the  
time of the **first purchase**. One type of obligation which has appeal  
to sources of goods and services obliges the customer to **repeat** the



**purchase** of a specific item. Such an obligation fosters brand loyalty. Another type of obligation requires...

...and may be more effective

a speci 1

than conventional advertising campaigns insofar as the **customer** retains a **benefit** only if he or she buys the competing product. Consider, for example, an offer by...

...stores owned by the same company). The obligation may require the customer to make a **purchase**, **repeat** the **purchase** of the item for which the discount was given, or visit the store (and identify...

16/3,K/3 (Item 3 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00576354 \*\*Image available\*\*

**METHOD AND APPARATUS FOR PROVIDING CROSS BENEFITS AND PENALTIES**

**PROCEDE ET DISPOSITIF SERVANT A PRODUIRE DES AVANTAGES ET DES PENALITES CROISES**

Patent Applicant/Assignee:

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(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

WALKER Jay S, 124 Spectacle Lane, Ridgefield, CT 06877, US, US  
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TULLEY Stephen C, 15 River Place, Stamford, CT 06907, US, US (Residence),  
US (Nationality), (Designated only for: US)

BEMER Keith, 570 E. 75th Street #2E, New York, NY 10021, US, US  
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

MASCHOFF Kurt M (et al) (agent), Intellectual Property Department, Walker  
Digital Corporation, One High Ridge Park, Stamford, CT 06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200039727 A2 20000706 (WO 0039727)

Application: WO 99US30504 19991221 (PCT/WO US9930504)

Priority Application: US 98219267 19981223; US 99322351 19990528

Designated States:

(Protection type is "patent" unless otherwise stated - for applications  
prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE  
GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK  
MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN  
YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext word Count: 19180

Patent Applicant/Inventor:

WALKER Jay S ...

...Designated only for: US)

BEMER Keith ...

Robert Finley

Patent and Priority Information (Country, Number, Date):

Patent: ... 20000706  
Main International Patent Class (v7): G06F-017/60  
Fulltext Availability:  
Detailed Description  
Publication Year: 2000

Detailed Description

... The offer also defines an obligation that the customer must fulfill in exchange for the benefit . For example, the customer may be obligated to participate in another transaction with the second vendor. Upon receiving an indication that that the customer accepts the offer, the items are...The customer may participate in the transaction with the subsidizing vendor after he receives the benefit . For example, the customer may be required to sign up for a particular service within a week, or may...

...benefit is provided before the customer fulfills his obligation, there is the risk that the customer will receive the benefit yet not fulfill his obligation at all. Applicants have also recognized that it can be...

...they desired. Further, since the present invention allows a benefit to be provided before the second transaction is completed or even initiated, a greater variety of such second transactions may be requested of the customer.

Thus, the present invention allows both customers and vendors...

16/3,K/4 (Item 4 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00576347 \*\*Image available\*\*

METHOD AND APPARATUS FOR PROVIDING CROSS-BENEFITS BASED ON A CUSTOMER ACTIVITY

PROCEDE ET APPAREIL SERVANT A GENERER DES BENEFICES PARALLELES LIES A L'ACTIVITE D'UN CLIENT

Patent Applicant/Assignee:

WALKER DIGITAL LLC,  
WALKER Jay S,  
TEDESCO Daniel E,  
TULLEY Stephen C,  
PACKES John M Jr,  
O'SHEA Deirdre,  
BEMER Keith,  
JORASCH James A,  
ALDERUCCI Dean P,

Inventor(s):

WALKER Jay S ,  
TEDESCO Daniel E,  
TULLEY Stephen C,  
PACKES John M Jr,  
O'SHEA Deirdre,  
BEMER Keith ,  
JORASCH James A,  
ALDERUCCI Dean P,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200039720 A1 20000706 (WO 0039720)  
Application: WO 99US19955 19990831 (PCT/WO US9919955)  
Priority Application: US 98282747 19981005

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE

Robert Finley

GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK  
MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN  
YU ZA ZW GH GM KE LS MW SD SL SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE  
CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN  
GW ML MR NE SN TD TG

Publication Language: English  
Fulltext Word Count: 19014

Inventor(s):

WALKER Jay S ...

... BEMER Keith

Patent and Priority Information (Country, Number, Date):

Patent: ... 20000706

Main International Patent Class (v7): G06F-017/60

Fulltext Availability:

Detailed Description

Publication Year: 2000

Detailed Description

... flow chart 1500 illustrates an embodiment of a method for providing an offer for a benefit to a customer that is to purchase items from a vendor. In particular, in the illustrated embodiment a...

...may receive an immediate benefit in exchange for participating or agreeing to participate in a transaction with the second vendor. For example, the customer may be required to participate in a future transaction with the second vendor. Although the illustrated method is described below I 0 as being performed by the...flow chart 1700 illustrates an embodiment of a method for providing an offer for a benefit after a customer has made a purchase from a first vendor. Although the illustrated method is described below as being performed by I 0 the...

16/3,K/5 (Item 5 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2007 WIPO/Thomson. All rts. reserv.

00557632 \*\*Image available\*\*

METHOD AND APPARATUS FOR DEFINING ROUTING OF CUSTOMERS BETWEEN MERCHANTS  
PROCEDE ET APPAREIL PERMETTANT DE DEFINIR L'ACHEMINEMENT DE CLIENTS ENTRE  
DES COMMERÇANTS

Patent Applicant/Assignee:

WALKER DIGITAL LLC,

WALKER Jay S,

VAN LUCHENE Andrew S,

TEDESCO Daniel E,

MIK Magdalena,

JORASCH James A,

Inventor(s):

WALKER Jay S ,

VAN LUCHENE Andrew S,

TEDESCO Daniel E,

MIK Magdalena ,

JORASCH James A,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200021005 A1 20000413 (WO 0021005)

Application: WO 99US22060 19990922 (PCT/WO US9922060)

Priority Application: US 98166405 19981005

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE  
GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK

MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN  
YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT  
BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA  
GN GW ML MR NE SN TD TG  
Publication Language: English  
Fulltext Word Count: 12800

Inventor(s):  
WALKER Jay S ...

... MIK Magdalena  
Patent and Priority Information (Country, Number, Date):  
Patent: ... 20000413  
Main International Patent Class (v7): G06F-017/60  
Fulltext Availability:  
Detailed Description  
Publication Year: 2000

Detailed Description

... The offer may define conditions that the customer must meet in order to receive the bonus . The customer may meet the conditions while participating in a second transaction with the soliciting merchant. For example, the customer may be required to spend at least a minimum purchase price at the second merchant on a particular day. Once the conditions are satisfied, the bonus is awarded to...

...one embodiment, the bonus is applied by crediting a credit card account used during the first and/or second transaction .

The present invention is particularly advantageous in that it allows various merchants to participate in...offer is provided to a customer if the customer satisfies criteria while participating in a first transaction with a first merchant. The first merchant, known as an "outputting merchant", outputs the offer for a bonus once the customer satisfies the criteria. It will be understood 2 0 by those skilled in the art...

...well.  
The bonus value is typically expressed as, for example, a percentage off the previous ( first ) transaction during which the offer for the bonus was made. The bonus value may also be...

...required to participate in a transaction with the soliciting merchant in order to receive the bonus . The customer may also be required to participate in a transaction at an indicated time, having an...

...example, the entry 1008 indicates a bonus of five percent off the previous transaction. A customer 0 receives this bonus after having participated in a transaction for more than \$ 1 0.00 with merchant "MOOO ...at a plurality of soliciting merchants. Accordingly, the customer would have to participate in a first transaction at a first merchant, a second transaction at a second merchant, and then a third transaction a third merchant. The 1 5 customer may be required to participate in any number of transactions in order to receive the offered bonus .

The routing of customers from an outputting merchant to a soliciting merchant may be based on the activity rate...

16/3,k/6 (Item 6 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
(c) 2007 WIPO/Thomson. All rts. reserv.

00557631    \*\*Image available\*\*

METHOD AND APPARATUS FOR PROVIDING A DISCOUNT TO A CUSTOMER THAT PARTICIPATES IN TRANSACTIONS AT A PLURALITY OF MERCHANTS  
PROCEDE ET APPAREIL PERMETTANT D'ACCORDER UNE REDUCTION A UN CLIENT QUI PARTICIPE A DES TRANSACTIONS CHEZ PLUSIEURS COMMERCANTS

Patent Applicant/Assignee:

WALKER DIGITAL LLC,  
WALKER Jay S,  
VAN LUCHENE Andrew S,  
MIK Magdalena,  
TEDESCO Daniel E,

Inventor(s):

WALKER Jay S,  
VAN LUCHENE Andrew S,  
MIK Magdalena,  
TEDESCO Daniel E,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200021004 A1 20000413 (WO 0021004)  
Application: WO 99US21720 19990922 (PCT/WO US9921720)  
Priority Application: US 98166367 19981005

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE  
GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK  
MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN  
YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT  
BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA  
GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 10316

Inventor(s):

WALKER Jay S ...

... MIK Magdalena

Patent and Priority Information (Country, Number, Date):

Patent: ... 20000413

Main International Patent Class (v7): G06F-017/60

Fulltext Availability:

Claims

Publication Year: 2000

Claim

... method for providing a discount, comprising:

2 8

determining whether a customer has consummated a first transaction with a first

predetermined merchant;

determining whether the customer has consummated a second transaction with a

second predetermined merchant; and

providing a bonus to the customer if the customer has consummated the first transaction at the first predetermined merchant and the second transaction at the second predetermined merchant.

14 The method of claim 13 in which the bonus comprises a credit...the processor; and

the processor operative with the program to:

receive transaction data representing a transaction at a first merchant;

receive a customer identifier;

1 5 determine from the customer identifier a retroactive discount...

...by a computer for providing a discount, the method comprising:

receiving transaction data representing a transaction at a first merchant;  
receiving a customer identifier;  
determining from the customer identifier a ...apparatus for providing a discount, comprising:  
means for determining whether a customer has consummated a first transaction  
with a first predetermined merchant;  
means for determining whether the customer has consummated a second transaction with a second predetermined merchant; and  
5 means for providing a bonus to the customer if the customer has consummated the first transaction at the first predetermined merchant and the second transaction at the second predetermined merchant.

33 An apparatus for providing a discount, comprising:  
a storage device; and  
0...

...and  
the processor operative with the program to:  
determine whether a customer has consummated a first transaction with a  
first predetermined merchant;  
determine whether the customer has consummated a second transaction with a second predetermined merchant; and  
provide a bonus to the customer if the customer has consummated the first transaction at the first predetermined merchant and the second transaction at the second predetermined merchant. 1 o 34. A computer readable medium encoded with processing instructions for implementing...

...computer for providing a discount, the method comprising:  
determining whether a customer has consummated a first transaction with a first  
predetermined merchant;  
1 5 determining whether the customer has consummated a second transaction with a  
second predetermined merchant; and  
providing a bonus to the customer if the customer has consummated the first transaction at the first predetermined merchant and the second transaction at the second predetermined merchant. 2 o 35. An apparatus for providing a discount, comprising:  
3 8

means for receiving first transaction data representing a first transaction at a first merchant;  
means for determining, based on the first transaction data, a discount and a second merchant, the discount being applicable if the consumer consummates a second transaction at the second merchant;  
means for outputting an indication of the discount and the second merchant; means for receiving second transaction data representing the second transaction at the second merchant after the step of receiving first transaction data; and means for applying the discount.  
o 36. An apparatus for providing a discount...

...program for controlling the processor; and  
the processor operative with the program to:  
5 receive first transaction data representing a first transaction at a first merchant;  
determine, based on the first transaction data, a discount and a

second  
merchant, the discount being applicable if the consumer consummates a  
second transaction  
at the second merchant;  
0 output an indication of the discount and the second merchant;  
3 9  
receive second transaction data representing the second  
transaction at the  
second merchant after the step of receiving first transaction data;  
and  
apply the discount.

37 A computer readable medium encoded with processing instructions for...

16/3,K/7 (Item 7 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00535091 \*\*Image available\*\*  
METHOD AND APPARATUS FOR PROVIDING CROSS-BENEFITS VIA A CENTRAL AUTHORITY  
PROCEDE ET APPAREIL PERMETTANT D'OBTENIR DES BENEFICES CROISES VIA UNE  
AUTORITE CENTRALE

Patent Applicant/Assignee:  
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Inventor(s):

WALKER Jay S ,  
TEDESCO Daniel E,  
TULLEY Steven C,  
PACKES John M Jr,  
O'SHEA Deirdre,  
BEMER Keith ,  
JORASCH James A,  
ALDERUCCI Dean P,  
MIK Magdalena ,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9966443 A1 19991223  
Application: WO 99US13819 19990618 (PCT/WO US9913819)  
Priority Application: US 98100684 19980619

Designated States:

(Protection type is "patent" unless otherwise stated - for applications  
prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE  
GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN  
MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZA  
ZW GH GM KE LS MW SD SL SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH CY  
DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN GW ML  
MR NE SN TD TG

Publication Language: English  
Fulltext word Count: 14036

Inventor(s):  
WALKER Jay S ...

... BEMER Keith ...

... MIK Magdalena

Patent and Priority Information (Country, Number, Date):

Patent: ... 19991223

Main International Patent Class (v7): G06F-017/60

International Patent Class (v7): G06F-017/00

Fulltext Availability:

Detailed Description

Publication Year: 1999

Detailed Description

... flow chart 1800 illustrates another embodiment of a method for providing an offer for a benefit to a customer that is to

27

purchase items from a first vendor. The controller I IO receives a signal via the vendor server indicating that the...flow chart 1900 illustrates another embodiment of a method for providing an offer for a benefit to a customer that is to purchase items from a first vendor. The controller I IO receives an indication that the customer is ready to purchase items from a first vendor (step 1 902). The controller I 1 0 may also receive customer information (step...flow chart 200 illustrates another embodiment of a method for providing an offer for a benefit to a customer that is to purchase items from a first vendor. Specifically, in the illustrated embodiment a customer may be allowed to add more items...

16/3,K/8 (Item 8 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00535086 \*\*Image available\*\*

METHOD AND APPARATUS FOR FACILITATING ELECTRONIC COMMERCE THROUGH PROVIDING CROSS-BENEFITS DURING A TRANSACTION

PROCEDE ET APPAREIL FACILITANT LE COMMERCE ELECTRONIQUE PAR LA FOURNITURE D'AVANTAGES CROISES PENDANT UNE TRANSACTION

Patent Applicant/Assignee:

WALKER DIGITAL CORPORATION,

Inventor(s):

WALKER Jay S ,  
TEDESCO Daniel E,  
PACKES John M Jr,  
JORASCH James A,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9966438 A1 19991223

Application: WO 99US13409 19990614 (PCT/WO US9913409)

Priority Application: US 98100684 19980619

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE  
GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN  
MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZA  
ZW GH GM KE LS MW SD SL SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH CY  
DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN GW ML  
MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 8735

Inventor(s):

WALKER Jay S ...

Patent and Priority Information (Country, Number, Date):

Patent: ... 19991223

Main International Patent Class (v7): G06F-017/60

International Patent Class (v7): G06F-017/00

Fulltext Availability:

Detailed Description

Publication Year: 1999

Detailed Description

... flow chart 1400 illustrates another embodiment of a method for providing an offer for a benefit to a customer that is to purchase items from a first merchant. The



merchant server 10 receives a signal indicating that the customer is ready...1500 illustrates another embodiment  
20 of a method for providing an offer for a benefit to a customer that is to purchase items from a first merchant. The merchant server 110 receives an indication that the customer is ready...

16/3,K/9 (Item 9 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00519381 \*\*Image available\*\*  
SYSTEM AND METHOD FOR TRACKING AND ESTABLISHING A PROGRESSIVE DISCOUNT  
BASED UPON A CUSTOMER'S VISITS TO A RETAIL ESTABLISHMENT  
SYSTEME ET PROCEDE DE SUIVI ET D'ETABLISSEMENT D'UN RABAIS PROGRESSIF LIE  
AU NOMBRE DE VISITES FAITES PAR UN CLIENT A UN COMMERCE DE DETAIL

Patent Applicant/Assignee:

WALKER ASSET MANAGEMENT LIMITED PARTNERSHIP,

Inventor(s):

WALKER Jay S ,  
VAN LUCHENE Andrew S,  
MIK Magdalena ,  
CHUPREVICH John,  
ALDERUCCI Dean,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9950733 A2 19991007

Application: WO 99US6597 19990325 (PCT/WO US9906597)

Priority Application: US 9849297 19980327; US 98166267 19981005

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE  
GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK  
MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU  
ZA ZW GH GM KE LS MW SD SL SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH  
CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN GW  
ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 26742

Inventor(s):

WALKER Jay S ...

... MIK Magdalena

Patent and Priority Information (Country, Number, Date):

Patent: ... 19991007

Main International Patent Class (v7): G06F

Fulltext Availability:

Detailed Description

Publication Year: 1999

Detailed Description

... iii) a longer grace period before the discounts are reduced or eliminated.

The present system rewards customers based on their customer rating. The

customer rating allows the business to identify the more...for them by the system based on each individual transaction at the time of the transaction .

The following terms are used throughout the remainder of this section. For purposes of construction, such terms...

16/3,K/10 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX  
(c) 2007 The Thomson Corporation. All rts. reserv.

0011112357 - Drawing available  
WPI ACC NO: 2002-048411/ 200206  
Related WPI Acc No: 2001-136460; 2002-547100  
XRPX ACC No: N2002-035756  
Merchandise vending machine dispenses product and product reward to customer for answering question presented by output unit  
Patent Assignee: WALKER DIGITAL LLC (WALK-N)  
Inventor: JORASCH J A; TEDESCO D E; WALKER J S  
Patent Family (1 patents, 1 countries)  
Patent  
Number Kind Date Application Number Kind Date Update  
US 6317649 B1 20011113 US 1998152905 A 19980914 200206 B  
US 2000635111 A 20000809

Priority Applications (no., kind, date): US 1998152905 A 19980914; US 2000635111 A 20000809

#### Patent Details

Number	Kind	Lan	Pg	Dwg	Filing Notes
US 6317649	B1	EN	22	11	Continuation of application US 1998152905

...Inventor: WALKER J S

#### Class Codes

International Classification (Main): G06F-017/00

#### Original Publication Data by Authority

Inventor name & address:

... Walker, Jay S

#### Original Abstracts:

...The vending machine ensures that buyers are committed to making a purchase, before offering a reward to a customer. Unscrupulous customers are discouraged from using repeatedly participating in a marketing promotion, merely to collect rewards or influence the results of a survey. The marketing promotion presented to a customer can be based on the customer's current or previous product selection(s) or purchase history. ...

Basic Derwent Week: 200206 ...

16/3,K/11 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX  
(c) 2007 The Thomson Corporation. All rts. reserv.

0010534048 - Drawing available  
WPI ACC NO: 2001-136460/ 200114  
Related WPI Acc No: 2002-048411; 2002-547100  
XRPX ACC No: N2001-099245  
Product dispensing method in vending machine, involves providing reward such as discount to price of product to customer for answering question about marketing promotion before dispensing product  
Patent Assignee: WALKER DIGITAL LLC (WALK-N)  
Inventor: JORASCH J A; TEDESCO D E; WALKER J S  
Patent Family (1 patents, 1 countries)  
Patent  
Number Kind Date Application Number Kind Date Update  
US 6161059 A 20001212 US 1998152905 A 19980914 200114 B

Priority Applications (no., kind, date): US 1998152905 A 19980914

## Patent Details

Number	Kind	Lan	Pg	Dwg	Filing	Notes
US 6161059	A	EN	24	11		

...Inventor: WALKER J S

## Class Codes

International Classification (Main): G06F-017/00

## Original Publication Data by Authority

Inventor name &amp; address:

... Walker, Jay S

## Original Abstracts:

...The vending machine ensures that buyers are committed to making a purchase, before offering a reward to a customer. Unscrupulous customers are discouraged from using repeatedly participating in a marketing promotion, merely to collect rewards or influence the results of a survey. The marketing promotion presented to a customer can be based on the customer's current or previous product selection(s) or purchase...

...  
Basic Derwent Week: 200114 ...

16/3,K/12 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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0010363137 - Drawing available

WPI ACC NO: 2000-679014/ 200066

Related WPI ACC No: 1998-193843; 1998-532192; 1999-121144; 1999-121169;

1999-190705; 1999-204853; 1999-204854; 1999-204855; 1999-312503;  
 1999-429754; 1999-508393; 2000-053611; 2000-053613; 2000-087500;  
 2000-087503; 2000-106161; 2000-270258; 2000-328274; 2000-423518;  
 2000-431389; 2000-431408; 2000-578956; 2000-610539; 2000-671821;  
 2001-060626; 2001-146867; 2001-146878; 2001-157972; 2001-159089;  
 2001-159300; 2001-181019; 2001-265605; 2001-342730; 2001-342996;  
 2001-388796; 2001-464538; 2001-624069; 2002-049370; 2002-096655;  
 2002-215721; 2002-237036; 2002-254256; 2002-402061; 2002-582966;  
 2002-607014; 2002-698146; 2003-057024; 2003-075336; 2003-199382;  
 2003-265264; 2003-392435; 2003-419813; 2003-556901; 2003-644216;  
 2003-656976; 2004-118327; 2004-166858; 2004-202576; 2004-356945;  
 2005-037912; 2005-039819; 2005-151413; 2005-151427; 2005-241002;  
 2005-424050; 2005-562762; 2005-581439; 2006-063600; 2006-190839;  
 2006-432477; 2006-754246; 2006-754247; 2006-779177; 2006-796316;  
 2006-796317; 2006-813045; 2007-015483; 2007-015485; 2007-015486;  
 2007-032318; 2007-032319; 2007-043528; 2007-043533; 2007-070734;  
 2007-070735; 2007-070736; 2007-070743; 2007-089869; 2007-108649;  
 2000-329000; 2007-204640

XRPX ACC No: N2000-502672

Discount offer providing method for facilitating commerce in internet,  
 involves applying penalty to customer if customer has not fulfilled  
 obligation for offered discount

Patent Assignee: WALKER DIGITAL LLC (WALK-N)

Inventor: BEMER K ; JORASCH J A; O'SHEA D; TEDESCO D E; TULLEY S C;  
WALKER J S

Patent Family (2 patents, 85 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update
WO 2000039727	A2	20000706	WO 1999US30504	A	19991221	200066 B
AU 200027125	A	20000731	AU 200027125	A	19991221	200066 E

Priority Applications (no., kind, date): US 1998219267 A 19981223; US  
 1999322351 A 19990528

**Patent Details**

Number	Kind	Lan	Pg	Dwg	Filing	Notes
WO 2000039727	A2	EN	82	16		
National Designated States,Original: AE AL AM AT AU AZ BA BB BG BR BY CA						
CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP						
KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG						
SI SK SL TJ TM TR TT UA UG US UZ VN YU ZA ZW						
Regional Designated States,Original: AT BE CH CY DE DK EA ES FI FR GB GH						
GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW						
AU 200027125	A	EN			Based on OPI patent	WO 2000039727

Inventor: BEMER K ...

... WALKER J S

**Class Codes**

International Classification (+ Attributes)

IPC + Level Value Position Status Version

G06Q-0020/00 ...

... G06Q-0030/00

G06Q-0020/00 ...

... G06Q-0030/000

**Original Publication Data by Authority**

Inventor name & address:

WALKER, Jay, S ...

... BEMER, Keith

**Original Abstracts:**

...The offer also defines an obligation that the customer must fulfill in exchange for the benefit. For example, the customer may be obligated to participate in another transaction with the second vendor. Upon receiving an indication that the customer accepts the offer, the items are provided...

...

Basic Derwent Week: 200066 ...

Robert Finley

File 2:INSPEC 1898-2007/Apr W3  
(c) 2007 Institution of Electrical Engineers  
File 9:Business & Industry(R) Jul/1994-2007/Apr 27  
(c) 2007 The Gale Group  
File 15:ABI/Inform(R) 1971-2007/Apr 30  
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(c) 2007 McGraw-Hill Co. Inc  
File 634:San Jose Mercury Jun 1985-2007/Apr 27  
(c) 2007 San Jose Mercury News  
File 810:Business Wire 1986-1999/Feb 28  
(c) 1999 Business Wire  
File 813:PR Newswire 1987-1999/Apr 30  
(c) 1999 PR Newswire Association Inc  
File 16:Gale Group PROMT(R) 1990-2007/Apr 27  
(c) 2007 The Gale Group  
File 148:Gale Group Trade & Industry DB 1976-2007/Apr 27  
(c) 2007 The Gale Group  
File 160:Gale Group PROMT(R) 1972-1989  
(c) 1999 The Gale Group  
File 275:Gale Group Computer DB(TM) 1983-2007/Apr 27  
(c) 2007 The Gale Group  
File 621:Gale Group New Prod. Annou.(R) 1985-2007/Apr 27  
(c) 2007 The Gale Group  
File 636:Gale Group Newsletter DB(TM) 1987-2007/Apr 27  
(c) 2007 The Gale Group  
File 20:Dialog Global Reporter 1997-2007/Apr 30  
(c) 2007 Dialog  
File 35:Dissertation Abs Online 1861-2007/Apr  
(c) 2007 ProQuest Info&Learning  
File 65:Inside Conferences 1993-2007/Apr 30  
(c) 2007 BLDSC all rts. reserv.  
File 99:Wilson Appl. Sci & Tech Abs 1983-2007/Mar  
(c) 2007 The HW Wilson Co.  
File 256:TecInfoSource 82-2007/Apr  
(c) 2007 Info.Sources Inc  
File 474:New York Times Abs 1969-2007/Apr 30  
(c) 2007 The New York Times  
File 475:Wall Street Journal Abs 1973-2007/Apr 28  
(c) 2007 The New York Times  
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13  
(c) 2002 The Gale Group

Set	Items	Description
S1	6142	AU=(WALKER, J? OR WALKER J? OR WALKER(2N)J?) OR BY=WALKER(-2N)J?
S2	1	AU=(MIK, M? OR MIK M? OR MIK(2N)M?) OR BY=MIK(2N)M?
S3	945	AU=(PALMER, T? OR PALMER T? OR PALMER(2N)T?) OR BY=PALMER(-2N)T?
S4	29	AU=(SAMMON, R? OR SAMMON R? OR SAMMON(2N)R?) OR BY=SAMMON(-2N)R?
S5	5185	AU=(KOBAYASHI, M? OR KOBAYASHI M? OR KOBAYASHI(2N)M?) OR BY=KOBAYASHI(2N)M?
S6	1	AU=(GELMAN, G? OR GELMAN G? OR GELMAN(2N)G?) OR BY=GELMAN(-2N)G?
S7	35	AU=(LASATER, M? OR LASATER, M? OR LASATER(2N)M?) OR BY=LASATER(2N)M?
S8	193	AU=(GOLDEN, A? OR GOLDEN A? OR GOLDEN(2N)A?) OR BY=GOLDEN(-2N)A?

Robert Finley

S9           0    AU=(BEMER, K? OR BEMER K? OR BEMER(2N)K?) OR BY=BEMER(2N)K?  
S10          17    AU=(WOLINSKY, S? OR WOLINSKY S? OR WOLINSKY(2N)S?) OR BY=W-  
              OLINSKY(2N)S?  
S11          12548 S1 OR S2 OR S3 OR S4 OR S5 OR S6 OR S7 OR S8 OR S10  
S12          18    S11 AND (CUSTOMER OR CUSTOMERS OR PURCHASER OR PURCHASERS -  
                  OR PATRON OR PATRONS OR SHOPPER OR SHOPPERS)(8N)(BENEFIT? ? OR  
                  GIFT OR GIFTS OR PROMOTION?? OR PREMIUM? ? OR BONUS?? OR REW-  
                  ARD? ? OR INCENTIVE? ? OR REBATE? ?)  
S13          10    S12 NOT PY>2000  
S14          9    RD (unique items)

14/3,K/1 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01226901 98-76296  
Redemption revival  
Walker, Jo-Anne  
Marketing Week v19n7 PP: 67-73 May 10, 1996  
ISSN: 0141-9285 JRNL CODE: MWE  
WORD COUNT: 1541

Walker, Jo-Anne  
...TEXT: and thirdly, the scheme was in the end seen as an escalating  
'cash' discount and purchasers ultimately sought out the highest reward  
with no consideration for other areas of customer service," says Peaker.

"The voucher needs to achieve its own objective of either creating  
incremental...

...distributors of money-off coupons.

In March, NatWest became the first UK bank to issue promotional vouchers  
to its customers through 1,000 cash machines. The promotional vouchers  
from advertisers are dispensed at the same time as cash, with no increase  
in...

...by marketing agency ATM Network, which says its research shows 67 per  
cent of bank customers would use promotional vouchers dispensed with  
their cash.

Operations director at ATM Network Duncan Binks claims that by...

14/3,K/2 (Item 2 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2007 ProQuest Info&Learning. All rts. reserv.

01111651 97-61045  
Up for adoption  
Walker, Jo-Anne  
Marketing Week v18n28 PP: 55-59 Sep 29, 1995  
ISSN: 0141-9285 JRNL CODE: MWE  
WORD COUNT: 1378

Walker, Jo-Anne  
...TEXT: direct offer.

"There is huge potential for a brand owner to run a classic sales  
promotion in association with its major retail customers through a day  
like this. That is besides the potential for major PR exposure," says...

14/3,K/3 (Item 3 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01071111 97-20505  
Trouble indemnity  
Walker, Jo-Anne  
Marketing Week v18n17 PP: 45-49 Jul 7, 1995  
ISSN: 0141-9285 JRNL CODE: MWE  
WORD COUNT: 1342

Walker, Jo-Anne  
...TEXT: wall says: "Obviously if you look at the number of deals in the  
market, any promotional mechanism that involves paying back something to

the customer needs to be underwritten. The problem is, there are people out there who are earning...

...from £15,000 to £600,000.

"A promotional campaign was organised in which a free gift was offered to purchasers of a product in exchange for a number of proofs of purchase. The description of...

14/3,K/4 (Item 4 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2007 ProQuest Info&Learning. All rts. reserv.

01035732 96-85125

Home shop home

Walker, Jo-Anne

Marketing Week Customer Loyalty Supplement PP: 25-26 Mar 24, 1995

ISSN: 0141-9285 JRNL CODE: MWE

WORD COUNT: 1049

Walker, Jo-Anne

ABSTRACT: Unless every interaction between the customer and the brand enhances the brand, customer loyalty programs are no more than promotions. There has been a lot of criticism of so-called loyalty schemes which are really...

...TEXT: they want, when they want it -- or better still, before they want it.

"The real benefit of loyalty schemes is knowing enough about your customers to pre-empt their needs and offer it to them before they think about it...

14/3,K/5 (Item 5 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01035730 96-85123

Keeping the customer satisfied

Walker, Jo-Anne

Marketing Week Customer Loyalty Supplement PP: 19-20 Mar 24, 1995

ISSN: 0141-9285 JRNL CODE: MWE

WORD COUNT: 1281

Walker, Jo-Anne

...ABSTRACT: loyalty became more sophisticated, American Express developed a different set of standards to keep its customers happy: relevance, rewards, and recognition. Almost 18 months after the UK launch, there are now more than 200...

...TEXT: American Express developed a different set of standards to keep its customers happy: relevance (are customers getting the product they want) rewards; and recognition -- the hallmark of Amex.

When the original Membership Miles was launched in the...

...sure of the core commitment," Barsa says. "There are no 'use by' dates on the rewards scheme. We know our customers are busy and can't pin themselves down.

"Also, if people want to transfer miles...

...do it within a day. And there is also no two-week waiting period before



customers receive their rewards certificate."

A constant problem for American Express in the UK is the limited number of  
...

14/3,K/6 (Item 6 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2007 ProQuest Info&Learning. All rts. reserv.

00956279 96-05672  
Integrating the human resource function with the business  
Walker, James W  
Human Resource Planning v17n2 PP: 59-77 1994  
ISSN: 0199-8986 JRNL CODE: HRP  
WORD COUNT: 7090

walker, James W  
...TEXT: add value, and simplify processes  
  
\* Use teams to manage everything and hold them accountable  
  
\* Let customers drive performance  
  
\* Reward team performance, development of multiple skills rather than  
specialization  
  
\* Bring employees into direct, regular contact...

14/3,K/7 (Item 1 from file: 476)  
DIALOG(R)File 476:Financial Times Fulltext  
(c) 2007 Financial Times Ltd. All rts. reserv.

0006061752 B0BGXBMAABFT  
Survey of Courier and Express Services (4): Customers are trading down as  
recession calls the tune - The travails of the UK domestic parcels  
industry  
JANINA WALKER  
Financial Times, P II  
Wednesday, July 24, 1991  
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
Word Count: 935

JANINA WALKER  
  
...to Pounds 4.9m.

Operators are being hit by trading down as increasingly cost-conscious  
customers move away from expensive premium express services to cheaper  
ones with longer delivery times.

The worsening economic climate has also...

14/3,K/8 (Item 1 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

10483464 SUPPLIER NUMBER: 21166346 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Raw materials update. (resins, pigments, solvents and additives suppliers)  
Kirschner, Elisabeth; Ortega, Teresa; walker, Joan Hustace  
Modern Paint and Coatings, v88, n9, p26(6)  
Sept, 1998  
ISSN: 0098-7786 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 3802 LINE COUNT: 00314

... Walker, Joan Hustace

... response to the encroachment of low-cost additives in the marketplace.

In Webster's view, customers are looking at "benefit -performance as well as cost-performance relationships." Thus, besides price, customers want additives manufacturers to...

14/3,K/9 (Item 1 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2007 Dialog. All rts. reserv.

11057541

Blue chip magic (6)

James walker

ABIX - AUSTRALASIAN BUSINESS INTELLIGENCE (SHARES) , p65

May 01, 2000

JOURNAL CODE: WSHA LANGUAGE: English RECORD TYPE: ABSTRACT

WORD COUNT: 98

James walker

... retailers and a number of brand specific websites have been developed which create opportunity for promotion and customer feedback and analysis.

Robert Finley

File 9:Business & Industry(R) Jul/1994-2007/Apr 27  
(c) 2007 The Gale Group  
File 15:ABI/Inform(R) 1971-2007/Apr 30  
(c) 2007 ProQuest Info&Learning  
File 476:Financial Times Fulltext 1982-2007/Apr 29  
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File 610:Business Wire 1999-2007/Apr 30  
(c) 2007 Business Wire.  
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(c) 2007 PR Newswire Association Inc  
File 624:McGraw-Hill Publications 1985-2007/Apr 25  
(c) 2007 McGraw-Hill Co. Inc  
File 634:San Jose Mercury Jun 1985-2007/Apr 27  
(c) 2007 San Jose Mercury News  
File 810:Business Wire 1986-1999/Feb 28  
(c) 1999 Business Wire  
File 813:PR Newswire 1987-1999/Apr 30  
(c) 1999 PR Newswire Association Inc

Set	Items	Description
S1	8867192	PRICE? ? OR PRICING OR CHARGE? ? OR COST??? OR PAID OR PAY OR PAYING OR PAYMENT? ? OR VALUE OR VALUATION OR WORTH
S2	9569890	MERCHANDISE OR GOODS OR WARES OR ITEM OR ITEMS OR STOCK OR COMMODITIES OR PRODUCT OR PRODUCTS OR ARTICLE OR ARTICLES OR - SUPPLY OR SUPPLIES OR EQUIPMENT
S3	3851725	BENEFIT? ? OR GIFT OR GIFTS OR PROMOTION?? OR KICKBACK? ? - OR PREMIUM? ? OR BONUS?? OR REWARD? ? OR DISCOUNT? ? OR INCEN- TIVE? ? OR MARKDOWN? ? OR MARK??()DOWN? ? OR REBATE? ? OR REF- UND??
S4	8079631	TRANSACTION? ? OR BUYING OR BUY??? OR BOUGHT OR PURCHAS??? OR PROCUR??? OR PROCUREMENT OR ACQUIR??? OR INVEST??? OR INVE- STMENT? ? OR OBTAIN??? OR SALE
S5	9725777	FIRST OR 1ST OR SECOND OR 2ND OR SUBSEQUENT?? OR FOLLOW??? OR REPEAT??? OR ANOTHER OR ADDITIONAL??
S6	6573044	CUSTOMER OR CUSTOMERS OR CONSUMER OR CONSUMERS OR USER OR - USERS OR SUBSCRIBER OR SUBSCRIBERS OR CLIENT OR CLIENTS OR CL- IENTELE OR BUYER OR BUYERS OR PURCHASER OR PURCHASERS OR PATR- ON OR PATRONS OR SHOPPER OR SHOPPERS
S10	1648495	S1(6N)S2
S11	717852	S1(6N)S3
S12	1017357	S4(6N)S5
S13	91675	S10(S)S11
S14	1199409	S6(6N)(INFO OR INFORMATION OR DATA OR COMMIT? ? OR COMMITT- ??? OR COMMITMENT OR OBLIGATION? ? OR OBLIGATORY OR COMPULSO- RY OR REQUIR??? OR CONTRACT? ? OR AGREEMENT? ?)
S15	3049	S12(S)S13
S16	202	S14(S)S15
S17	79	S16(S)(MERCHANT? ? OR SELLER? ? OR VENDOR? ? OR RETAILER? ? OR TRADER? ? OR SUPPLIER? ? OR DEALER? ? OR AUCTIONEER? ? OR PAYEE)
S18	25	S17 NOT PY>2000
S19	24	RD (unique items)

19/3,K/1 (Item 1 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2007 The Gale Group. All rts. reserv.

01210573 Supplier Number: 23825460  
PC BANDWAGON LOWERING FARES  
(Computer & software mfrs offer low-priced products for first-time buyers  
who do not want high-tech features)  
Chicago Tribune, p 3;1+  
March 06, 1997  
DOCUMENT TYPE: Regional Newspaper ISSN: 1085-6706 (United States)  
LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:  
Computer and software manufacturers are offering low- priced products  
for first -time buyers who do not require high-tech features and for  
users who only need a second or third computer. Manufacturers and  
retailers are working on the belief that once users are introduced to  
low-priced systems, they will be urged to upgrade. Packard Bell NEC has  
launched a Pentium C115 computer that costs \$799 at discount stores  
while Compaq Computer Corp. will launch a \$999 Presario 2100. These  
low-priced computers...

19/3,K/2 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01840686 04-91677  
The price of money: Consumers' understanding of APRs and contract interest  
rates  
Lee, Jinkook; Hogarth, Jeanne M  
Journal of Public Policy & Marketing v18n1 PP: 66-76 Spring 1999  
ISSN: 0743-9156 JRNL CODE: JMP  
WORD COUNT: 7252

...TEXT: 1979) group information sources into three types:  
consumer-oriented/personal (friends, relatives, and neighbors), commercial/  
seller (manufacturers, retailers , and trade associations), and  
independent/third- ...agencies and levels of government, independent rating  
agencies, and organizations that certify the quality of products ).

If consumers want to know price information , family and friends are  
less likely to provide relevant or accurate information, whereas sellers  
are more likely to provide accurate price information. Moreover, sellers  
have a strong incentive to disseminate information to consumers  
(Beales et al. 1981); thus, sellers offering competitive prices are eager  
to inform consumers . Third-party-provided information , such as  
comparative information, is useful in providing price information across  
various sellers , as well as enhancing consumer understanding with  
supplemental information . However, some researchers (Anderson and  
Engledow 1977; Thorelli, Becker, and Engledow 1975; Thorelli and Engledow  
...

...highly educated with more discretionary income, use thirdparty  
information. Therefore, the relationship between sources of information  
and consumer knowledge can be hypothesized as follows :

H6: Obtaining information from personal sources is not related to  
consumers' understanding of the APR-CIR difference...

19/3,K/3 (Item 2 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01789875 04-40866

**Uses and consequences of electronic markets: An empirical investigation in the aircraft parts industry**

Choudhury, Vivek; Hartzel, Kathleen S; Konsynski, Benn R

MIS Quarterly v22n4 PP: 471-507 Dec 1998

ISSN: 0276-7783 JRNL CODE: MIS

WORD COUNT: 16910

...TEXT: other hand, the buyer's primary objective is more likely to be to find the seller with the best product fit and minimize the "product fit costs" that the buyer must incur if he/she purchases from some other seller. If the electronic market does not include prices, the buyer will begin by manually obtaining price information from the seller with the best product fit.<sup>2</sup> If this seller's price is higher than the buyer is willing or able to pay, the buyer will move on to the seller with the next best product fit until he/she finds one with the right combination of product fit and price. This is not much different from a manual search process. Sellers can continue to charge a premium equal to the value of the better product fit plus the buyer's search cost of contacting an additional seller. Thus, a minimal impact on prices is expected; the primary benefit to the buyer is that the electronic market increases the chances of finding the seller with the best product fit.

With a differentiated electronic market that includes price information, the buyer will still begin by evaluating the seller with the best product fit. However, in this case, the buyer can also compare prices at no additional search cost and judge if the seller with the best fit is charging a premium higher than the value of the better product fit. That is, sellers will no longer be able to charge a premium for the search costs, only for the better product fit. Thus, prices should be lowered.

Summarizing the above discussion, the following hypothesis, which is consistent with earlier...to begin listing prices on ILS and brokers should continue to add value by assisting buyers with negotiation.

**Information verification:** Another source of value added by brokers is a function that may be termed "data validation." As noted earlier, sometimes sellers list parts on ILS that they do not have in inventory, hoping to get buyers...

...have increased in importance because a buyer searching ILS may find a longer list of suppliers, many of whom the buyer has never transacted with before.

The need for data validation...

19/3,K/4 (Item 3 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01616419 02-67408

**Explore your data options**

Blundin, David

Discount Store News v37n7 PP: 20 Apr 6, 1998

ISSN: 0012-3587 JRNL CODE: DSN

WORD COUNT: 666

...TEXT: market conditions change.

And the payoffs are enormous. One of the world's largest discount retailers is using data mining to forecast inventory a few percentage points more accurately-saving \$12 million per year in mark - downs and

inventory costs . Another is using data mining to uncover what products sell best together at what prices . The company last year optimized pricing during a Back-to-School promotion , and increased the overall margin on the promotion by 15%. A large supermarket chain, which discovered that upscale customers were starting to defect to competitive stores, used data mining to find out what those customers had in common, and created targeted incentive programs to recapture 50% of the defectors. Subsequently , their buying patterns returned to previous spending levels.

Is data mining a panacea? No. As in decision...

19/3,K/5 (Item 4 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01555203 02-06192  
The product liability responsibilities of successor corporations  
Morgan, Fred W; Saviers, Allen B  
Journal of Public Policy & Marketing v16n2 PP: 327-335 Fall 1997  
ISSN: 0743-9156 JRNL CODE: JMP  
WORD COUNT: 7460

...TEXT: sophistication and knowledge to seek out the relevant defendant. Business-to-business customers and large retailers are more likely to have access to information about corporate reorganizations than are final buyers .

The second and third reasons are interrelated, dealing with the transfer price paid by the successor for...

19/3,K/6 (Item 5 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01421963 00-72950  
Heuristic approaches to purchasing bundles of multiple products from multiple vendors  
Van Buer, Michael G; Venta, Enrique R; Zydiak, James L  
Journal of Business Logistics v18n1 PP: 125-140 1997  
ISSN: 0735-3766 JRNL CODE: JBL  
WORD COUNT: 2651

...TEXT: the resulting analysis tractable.

We assume that a buyer has already established a network of vendors . Even in today's JIT environment with its emphasis on single-sourcing, the desire to reduce risk and maintain competition among vendors can lead purchasing managers to split their orders within a multiple-sourcing network.'2 We also assume that bundles offered in the vendor network consist of quantifiable commodities that are perfect substitutes for those required by the buyer . All vendors are assumed to follow a mixed bundling strategy, i.e., they each sell individual items as well as bundles...

...also assumed that a competitive market exists for the unbundled individual items so that all vendors that offer an item do so at the same fixed, undiscounted price .

Bundles are priced to provide a discount to the buyer. In other words, the fixed price of the bundle is less than...

19/3,K/7 (Item 6 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)

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01334875 99-84271

**Managing risk with derivatives**

Baril, Charles P; Benke, Ralph L Jr; Buetow, Gerald W

Management Accounting v78n5 PP: 20-27 Nov 1996

ISSN: 0025-1690 JRNL CODE: NAA

WORD COUNT: 3877

...TEXT: is done via computer. Some of the exchanges are linked to each other, allowing a trader to open a position on one exchange and close it on another exchange.

Options. American options give the purchaser the right to buy (call options) or sell (put options) a specified quantity of a...

19/3,K/8 (Item 7 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01322659 99-72055

**Determinants of search for nondurable goods: An empirical assessment of the economics of information theory**

Avery, Rosemary J

Journal of Consumer Affairs v30n2 PP: 390-420 Winter 1996

ISSN: 0022-0078 JRNL CODE: JCA

WORD COUNT: 8695

...TEXT: of the use of fliers and advertisements to search for product/price information prior to purchase .

Another possible factor explaining the low level of in-store price awareness may be the high cognitive cost of collecting item specific prices . The accumulation of item specific information is difficult due to the complexity of the task (the multiplicity of item prices to be identified and remembered), the instability of prices over time, and the intensity of price dealing (specials, quantity discounts , rebates , and coupons). The Progressive Grocer ("How Consumers Shop" 1992) reports that "routine" shoppers have an...

...the check-out register and consumers doing "stock-up" shopping have an average of 48 items . The cognitive cost of processing information such as price, quantity, and quality information on 48 different food items in the store would be substantial. Ackerman (1989) reports that the cost of obtaining complete item price information is so high that consumers tend to simplify the decision task by ignoring specific price information and instead forming a "general" impression of the store ( retailer ) as either high or low priced. The costs of processing this information differs for consumers with varying cognitive abilities. Education and market experience may contribute substantially to lowering the cost...

...of search. Thomas and Garland (1993) report that list making is one strategy used by consumers to process grocery market information in an efficient way. It is interesting to note that in this study making lists...

19/3,K/9 (Item 8 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01282281 99-31677

**Learning and strategic pricing**

Bergemann, Dirk; Valimaki, Juuso

Econometrica v64n5 PP: 1125-1149 Sep 1996

ISSN: 0012-9682 JRNL CODE: MET

**ABSTRACT:** The situation where a single consumer buys a stream of goods from different **sellers** over time is considered. The true **value** of each **seller's product** to the **buyer** is initially unknown. **Additional information** can be gained only by experimentation. For exogenously given prices, the buyer's problem is...

...endogenize the cost of experimentation to the consumer by allowing for price competition between the **sellers**. The role of prices is then to allocate intertemporally the **costs** and **benefits** of learning between buyer and **sellers**. An examination is made of how strategic aspects of the oligopoly model interact with the...

19/3,K/10 (Item 9 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01221588 98-70983

**Informing buyers of risks: Analysis of the marketing and regulation of all terrain vehicles**

Ford, Gary T; Mazis, Michael B

Journal of Consumer Affairs v30n1 PP: 90-123 Summer 1996

ISSN: 0022-0078 JRNL CODE: JCA

WORD COUNT: 10433

...TEXT: that combined to make the "less-than-full disclosure" strategy optimal. First, there was an "**information asymmetry**" between **sellers** and novice **ATV users**. **ATVs** are less stable and more risky than expected. Such information was probably known to **sellers**, but it was not disclosed to **buyers**. Furthermore, **information asymmetries** are most likely to endure when a product is infrequently purchased and the key...

...proper riding techniques) can be best learned experientially (Nelson 1970). As it was profitable for **sellers** not to disclose **ATV risks**, manufacturers and **retailers** had no incentive to correct **buyers'** misimpressions of **ATVs'** stability.

**Second**, the growth in unit sales in the early- and mid-1980s occurred so rapidly that...

19/3,K/11 (Item 10 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01122454 97-71848

**Activity-based costing for purchasing managers' cost and pricing determinations**

Lere, John C; Saraph, Jayant V

International Journal of Purchasing & Materials Management v31n4 PP: 25-31 Fall 1995

ISSN: 0094-8594 JRNL CODE: JPR

WORD COUNT: 4115

...TEXT: a supplier to cooperate--such things as a long-term contract or a single-source **contract**. **Subsequently**, the **supplier** and the **buyer** can work together to jointly minimize costs using techniques and approaches such as value engineering, benchmarking, quality control, and early **supplier involvement** in product development.

**IMPLICATIONS FOR PURCHASING MANAGEMENT**

With purchased material costs accounting for 60...



19/3,K/12 (Item 11 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2007 ProQuest Info&Learning. All rts. reserv.

00889744 95-39136  
The commitment-trust theory of relationship marketing  
Morgan, Robert M; Hunt, Shelby D  
Journal of Marketing v58n3 PP: 20-38 Jul 1994  
ISSN: 0022-2429 JRNL CODE: JMK  
WORD COUNT: 12940

...TEXT: that no "switch" would occur after the relationship dissolves. For example, a terminated distributor or retailer might decide (willingly or unwillingly) to discontinue carrying an entire line of merchandise. Even though...

...unfoundedly may fear being terminated and be committed. Thus, it is the expectation of total costs that produces commitment.

Relationship benefits . Competition -- particularly in the global marketplace -- requires that firms continually seek out products, processes, and...

...the "two-way street" characteristic of relational exchange and conducts quarterly confidential surveys of major suppliers to track its own performance at providing benefits to its exchange partners (Moody 1992). Therefore...

...superior benefits from their partnership -- relative to other options in such dimensions as product profitability, customer satisfaction, and product performance, will be committed to the relationship.

Shared values. Shared values, the only concept that we posit as being...

19/3,K/13 (Item 12 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2007 ProQuest Info&Learning. All rts. reserv.

00847248 94-96640  
IDG plans online shopping network  
McDougall, Paul  
Folio: The Magazine for Magazine Management v23n6 PP: 25 Apr 1, 1994  
ISSN: 0046-4333 JRNL CODE: FOL  
WORD COUNT: 674

...TEXT: it will offer discounts to encourage corporations to wire their entire IS departments.

As for vendors , IDG will charge them between \$20 and \$50 each time a shopper requests data about one of its products . An additional charge will be levied if the product is actually sold. That could become costly , but Belinsky says vendors will benefit from the system in two ways. Electronic Marketplace, he says, will give them a direct line into some of the world's biggest purchasers of technology. Additionally , subscribers ' demographic information will be made available "It will be a great way to build leads," Belinsky says...

19/3,K/14 (Item 13 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2007 ProQuest Info&Learning. All rts. reserv.

00620392 92-35494

**Business Volume Discount: A New Perspective on Discount Pricing Strategy**  
Sadrian, Amir A.; Yoon, Yong S.  
International Journal of Purchasing & Materials Management v28n2 PP:  
43-46 Spring 1992  
ISSN: 0094-8594 JRNL CODE: JPR  
WORD COUNT: 2657

...TEXT: quantity break where a discount becomes available.

In using the business volume discount model, the buyer analyzes data such as forecasted demands generated internally for all products, as well as prices and volume discount schedules received from suppliers through the request for quotation process. He or she then determines which products can be purchased from which suppliers, using the most economical strategy. Even though the problem entails a heavy computational burden, recent...

...delivery, holding costs, ordering costs, life cycle costs, accuracy of forecast, and the like, and subsequently purchase each of the products in a manner that is consistent with the most economical overall...

19/3,K/15 (Item 14 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)  
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00596343 92-11516

**Managing the Quality Process: Lessons from a Baldrige Award Winner - A Conversation with John W. Wallace, Chief Executive Officer of the Wallace Company**

Hill, Robert C.; Freedman, Sara M.  
Academy of Management Executive v6n1 PP: 76-88 Feb 1992  
ISSN: 0896-3789 JRNL CODE: AEX  
WORD COUNT: 7063

...TEXT: these costs will inevitably necessitate accepting trade-offs. Is the improvement in quality worth the investment in the quality program? Second, the costs of the improvements in quality may require higher prices. Are customers willing to pay extra for the kind of service that a systematic quality program will...

...most purchasing agents emphasize the dollar differences in cost when negotiating and deciding on a supplier. Thus, companies interested in a quality program may have to educate potential customers on the real costs of their product, emphasizing the benefits of a supplier with a proven quality program. For instance, the time and human resources required to inspect shipments, return incorrect orders or faulty products, the downtime from late deliveries, costs of inventory buffering, etc. are all cash costs that may be overlooked by a purchasing agent rewarded for obtaining the lowest price. John Wallace believes that the benefits of his company's quality program more than outweighed these costs.

The Wallace Company experience...

19/3,K/16 (Item 15 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)  
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00425433 88-42266

**Making Transfer Pricing Fit Your Needs**  
Cats-Baril, W. L.; Gatti, J. F.; Grinnell, D. J.  
CMA Magazine v62n5 PP: 40-44 Jun 1988  
ISSN: 0831-3881 JRNL CODE: RIA

...ABSTRACT: fixed fee, and outlay cost plus a share of the profit contribution associated with the buyer's final product. Another approach focuses on the buyer's opportunity cost and requires that the buyer have access to external suppliers as an alternative to purchasing internally. While basing the transfer price on the buyer's opportunity cost will overcome the profit incentive and measurement problem associated with the other approaches, short-run optimal resource allocation may be...

...the proper choice depends on the existence and nature of an outside market for the product. Establishing such prices for unique, proprietary products is particularly difficult.

19/3,K/17 (Item 1 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2007 Business Wire. All rts. reserv.

00260317 20000419110B0425 (USE FORMAT 7 FOR FULLTEXT)  
HAHT Powers Sellers' Revolution in B2B eMarketplaces  
Business Wire  
Wednesday, April 19, 2000 09:44 EDT  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 838

...headache and risk involved in connecting to multiple B2B eMarketplaces represent only half the battle sellers currently face. These online markets are controlled, maintained and driven by buyers, and sellers are forced into being mere commodities that compete solely on price. Thanks to HAHT, that is all about to change. With HAHT Sellside Exchange, sellers can not only easily and efficiently connect to multiple eMarketplaces, but also gain the ability to leverage their back-end business systems in real-time during every transaction in order to deliver additional value to every customer. Now, sellers can deliver customized, real-time information to buyers in eMarketplaces including promotions, customer-specific pricing, up-to-the-minute product availability and order status. Additionally, with HAHT Sellside Exchange, sellers can tap into the wealth of intelligence being generated about buyer behavior and eMarketplace performance...

...offers a certain profile buyer or where the highest prices are being paid -- to enable sellers to make more effective targeting and marketing decisions. "Today, democracy has finally reached the shores of eMarketplaces," said Rowland Archer, president and CEO of HAHT Software. "With HAHT Sellside Exchange, sellers are no longer just price tags to buyers, but instead gain collective bargaining power and...

19/3,K/18 (Item 2 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2007 Business Wire. All rts. reserv.

00191476 20000209040B5566 (USE FORMAT 7 FOR FULLTEXT)  
Visa International Introduces New XML Specification to Meet Information

Robert Finley

**Needs of the Global Commercial Card Market**

Business Wire

Wednesday, February 9, 2000 09:34 EST

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 1,231

...comprehensive list of data elements used in most invoices and has classified them into the following information areas: Buyer / Supplier , Shipping, Tax, Payment , Currency, Discount , and Line Item Detail. Visa can also deliver the XML invoice data across VisaNet(R), Visa's global...

19/3,k/19 (Item 3 from file: 610)

DIALOG(R)File 610:Business Wire

(c) 2007 Business Wire. All rts. reserv.

00134253 19991108312B1232 (USE FORMAT 7 FOR FULLTEXT)

(ARBA) Ariba and Siebel Systems Form Alliance to Deliver End-to-End eCommerce Solutions over the Internet

Business Wire

Monday, November 8, 1999 08:32 EST

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 1,582

...purchasing process is complete once the buyer receives the ordered products. Unfortunately, a wealth of customer information -- including purchase history, product and vendor preferences, and buying patterns -- is lost from the process as soon as the transaction is complete. From the buyers ' standpoint, specific information that could lower costs and increase productivity -- including targeted product information based on purchasing history, aggressive pricing from promotional opportunities, and the confidence that they can obtain "24 by 7" customer service -- is not available. If captured, this essential information could be used to help suppliers better serve their customers in every subsequent interaction, while providing a more efficient buying process. As a result of the integration of Siebel Front Office Applications and the Ariba...

19/3,k/20 (Item 1 from file: 613)

DIALOG(R)File 613:PR Newswire

(c) 2007 PR Newswire Association Inc. All rts. reserv.

00116255 19990526NYW082 (USE FORMAT 7 FOR FULLTEXT)

Integrated Supply: Changing The Rules of Selling for MRO Products and Services

PR Newswire

Wednesday, May 26, 1999 11:46 EDT

JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 920

...Packaging  
-- Safety supplies  
-- Shipping materials

"INTEGRATED SUPPLY -- OPPORTUNITIES AND THREATS, 1999 TO 2004" will assist suppliers in both developing the right size for their programs and communicating the value of the...

...be an analysis of the costs and benefits of each integrated supply model, presenting the information from the perspective of both the buyer and seller.

Another section will provide valuable insights into how end users select MRO suppliers for integrated supply programs.

In addition, a section on market trends and outlook will consolidate...

19/3,K/21 (Item 1 from file: 624)  
DIALOG(R)File 624:McGraw-Hill Publications  
(c) 2007 McGraw-Hill Co. Inc. All rts. reserv.

00786324

U.S.: SOMETHING'S GOTTA GIVE--AND IT'S LIKELY TO BE PROFITS: Unit labor costs are up, but tightfisted shoppers may keep a lid on prices

By James C. Cooper & Kathleen Madigan  
Business Week, Number 3490, Pg 19  
August 26, 1996

JOURNAL CODE: BW

SECTION HEADING: Business Outlook: U.S. ECONOMY ISSN: 0007-7135

WORD COUNT: 1,124

TEXT:

... 0.2% decline. Real retail volume started the third quarter down a bit from the second -quarter level.

However, buying in early August looks better. The Mitsubishi Bank/Schroder Wertheim survey says store sales were...

... Johnson Redbook Report showed a stronger 1.8% gain. A solid August is vital for retailers because it includes the key back-to-school season. The upbeat August data suggests that shoppers in July were distracted by TV coverage of the Olympics and that July's unusually cool weather hampered sales of hot-weather items.

Shoppers remain cost -conscious, though, in part because they have other uses for their money, such as saving for college and retirement and paying off debts. For retailers, these discount devotees are punishing the bottom line. Even at their meager growth rate, producer...

19/3,K/22 (Item 1 from file: 634)  
DIALOG(R)File 634:San Jose Mercury  
(c) 2007 San Jose Mercury News. All rts. reserv.

10519002

HIGH-SPEED NET ACCESS PRICE CUT FOR SOME AREAS BY AT&T CUSTOMERS WOULD HAVE TO BUY OWN MODEMS

San Jose Mercury News (SJ) - Wednesday, January 19, 2000

By: JON HEALEY, Mercury News Staff Writer

Edition: Morning Final Section: Business Page: 1C

Word Count: 798

TEXT:

...per month to customers who buy their own modems.

The move means that, for the first time, Bay Area consumers can obtain a high-speed connection for less than the cost of a second phone line and...

... America Online account. It also increases the price-cutting pressure on

Robert Finley

Pacific Bell and other suppliers of high-speed "digital subscriber line" service over phone lines.

Those price cuts may be...

...City.

Spokesman Andrew Johnson said consumers who buy their own modems also can avoid installation charges. A separate AT&T promotion offers free installation and monthly fees of just under \$20 for the first three months...

...s main competitor for high-speed home Internet connections has been Pacific Bell, which charges customers who sign a one-year contract \$49 per month plus \$198 for the DSL modem. Shawn Dainas, a spokesman for Pac...

... access to their phone lines at significantly lower rates, and as new technology cuts the price of installation and equipment.

The cost of dial-up Internet connections varies. A second phone line costs about \$15 per month...

19/3,K/23 (Item 1 from file: 813)

DIALOG(R)File 813:PR Newswire

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1347933

CLTU010

MarCole Enterprises Named NCR Retail Solution Partner

DATE: September 29, 1998

09:16 EDT

WORD COUNT: 823

...services.

MarCole's Gift Registryworks is a modular, scalable enterprise solution to gift registry for retailers. While bridal registry remains the most popular category, Gift Registryworks supports any gift giving occasion...

... and other celebrations. Scanners can be used with Gift Registryworks to register gift recipients and shoppers. Consumers can select registry information by product category or price range, read a gift list on screen or print it, and view high quality full color photography of registered products. The registry is automatically updated whenever a purchase is made. Additionally, Gift Registryworks can make the registry information available on the world wide web.

Catalogworks, MarCole...

19/3,K/24 (Item 2 from file: 813)

DIALOG(R)File 813:PR Newswire

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0792087

TO003R

Canada's DTH leader says satellite TV must be Canadian, not "Canadianized"

DATE: February 23, 1995

13:36 EST

WORD COUNT: 1,304

...would fundamentally change the structure, performance, and conduct of the broadcasting industry without reason or benefit should be opposed. Entry of unlicensed pay-per-view (PPV) services would decrease the production of Canadian programming and inhibit distribution of...

...compression (DVC) technology will restrain trade, create costly interface problems, and lead to artificially high prices for supplier-owned distribution equipment and consumer-owned receiving systems.

Robert Finley

. the government must plot a course that builds on the...distributor of satellite receiving systems; and WIC Western International Communications Ltd., a leading Canadian broadcaster.

Consumers are invited to obtain additional information about Expressvu by phoning 1-800-339-6908 (a toll-free call anywhere in Canada).

Robert Finley

File 9:Business & Industry(R) Jul/1994-2007/Apr 27  
 (c) 2007 The Gale Group  
 File 15:ABI/Inform(R) 1971-2007/Apr 30  
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 File 613:PR Newswire 1999-2007/Apr 27  
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 File 624:McGraw-Hill Publications 1985-2007/Apr 25  
 (c) 2007 McGraw-Hill Co. Inc  
 File 634:San Jose Mercury Jun 1985-2007/Apr 27  
 (c) 2007 San Jose Mercury News  
 File 810:Business wire 1986-1999/Feb 28  
 (c) 1999 Business wire  
 File 813:PR Newswire 1987-1999/Apr 30  
 (c) 1999 PR Newswire Association Inc

Set	Items	Description
S1	794922	(PRICE OR PRICES OR PRICED OR PRICING OR COST OR COSTS OR - VALUE)(6N)(MERCHANDISE OR GOODS OR WARES OR PRODUCT OR PRODUC- TS)
S2	371243	(PRICE OR PRICES OR PRICED OR PRICING OR COST OR COSTS OR - VALUE)(6N)(BENEFIT OR BENEFITS OR PROMOTION OR PROMOTIONS OR - PREMIUM OR PREMIUMS OR BONUS OR BONUSES OR REWARD OR REWARDS)
S3	440924	(TRANSACTION OR TRANSACTIONS OR PURCHASE OR PURCHASING OR - PURCHASED OR PURCHASES OR SALE OR SALES)(4N)(FIRST OR 1ST OR - SECOND OR 2ND OR SUBSEQUENT OR SUBSEQUENTLY OR FOLLOW OR FOLL- OWING OR NEXT)
S4	396300	(CUSTOMER OR CUSTOMERS OR PURCHASER OR PURCHASERS OR PATRON OR PATRONS OR SHOPPER OR SHOPPERS)(4N)(INFO OR INFORMATION OR DATA OR COMMIT? ? OR COMMITT??? OR COMMITMENT OR OBLIGATION? ? OR OBLIGATORY OR FREQUENT OR PREFERRED OR SPECIAL)
S5	29425	S1(S)S2
S6	5430	S3(2S)S4
S7	33	S5(3S)S6
S8	11	S7 NOT PY>2000



8/3,K/1 (Item 1 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2007 The Gale Group. All rts. reserv.

02327110 Supplier Number: 25887939 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
Inside Graybar A Profile of the Nation's Top Electrical Distributor  
(Graybar Electric Co is profiled; it dominates the \$67 bil electrical  
distribution market, with sales of \$4.3 bil in 1999)  
Industrial Maintenance & Plant Operation, v 61, n 11, p 14  
November 2000  
DOCUMENT TYPE: Journal; Company Overview ISSN: 1099-4785 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 3271

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...career in the warehouse. "Our group is involved in marketing, and since marketing consists of product, place, price and promotion, as a distributor, the first focus is product because that is what you take to...

...more. For a long time, Udell says there was no way to centralize and analyze data on what customers were buying, how much and from whom. Graybar invested into computers in the late 1980s...  
...Udell. "We developed a specific group of suppliers with specific customers. Then we trained our sales representatives on each line. Next, because we were buying the same item everywhere, we were able to build a logistics...

8/3,K/2 (Item 2 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
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01537056 Supplier Number: 24229827 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
Telerate Buy Turns Bridge's Attention East  
(Dow Jones Markets is slated to be acquired by Bridge)  
Securities Industry News, v X, n 15, p 1+  
April 13, 1998  
DOCUMENT TYPE: Journal ISSN: 1089-6333 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 1598

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...to take advantage of the newfound, intense cost consciousness.

Indeed, according to Coker, Bridge's sales in Asia in the first quarter of this year are equal to the unit's entire 1997 figures. With all...

...convince its Asian customers that despite what Bridge salespeople said in the past, those Telerate products are really worth the premium price after all. And Bridge must strike the right marketing pose to continue selling its lower...

8/3,K/3 (Item 3 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
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01243870 Supplier Number: 23869837 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
Trawling for \$1 Billion  
(Cisco Systems expects to be the world's largest world wide web marketer this year with \$1 bil in sales)

Industry Week, v 246, n 8, p 69+

April 21, 1997

DOCUMENT TYPE: Journal; Company Overview ISSN: 0039-0895 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1749

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...time, day or night. Our customers enjoy the same kind of service and availability."

With sales growth in the first few months of Cisco's 1997 fiscal year spurting 80% ahead of the same period...

...extra volume."

And it's not just the sales area that's getting web-derived benefits. Cisco's marketing and product -support costs are being held in check as a result of having all technical documents and marketing information sent to resellers and customers over the company's intranet for partners, also accessible through the web site. "We expect...

8/3,K/4 (Item 1 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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02518561 116351304

Segmenting logistical service offerings using the extended buygrid model  
Zinszer, Paul H.

International Journal of Physical Distribution & Logistics Management  
v27n9/10 PP: 588-599 1997

ISSN: 0960-0035 JRNL CODE: IPD

WORD COUNT: 4766

...TEXT: it" basis by the supplier. The focus of the purchase may be to seek better prices, since product quality, inventory availability and delivery are thought to meet the customer's needs. Wood pallets...

...will save reordering time (Haas, 1986). Customers, wanting to keep abreast of innovations and best prices, often split orders and reward the vendor who can best meet the buyers' objectives. When logistical services are purchased largely...right. The supplier must be prepared to do whatever it takes to not disappoint the customer. Consistency and commitment are the glue that hold together this long-term relationship.

A straight rebuy purchase has...

8/3,K/5 (Item 2 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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02375336 126431301

Information Rules: A Strategic Guide to the Network Economy  
Wareham, Jonathan D

Journal of End User Computing v12n2 PP: 56 Apr-Jun 2000

ISSN: 1063-2239 JRNL CODE: EUC

WORD COUNT: 991

...TEXT: The key to demand management is to identify those who can, and will, pay a premium price for your products. Less enthusiastic customers can be targeted at lower price ranges and, in many instances, one ...

...to give away products for free. The increase in the installed base often makes your products more attractive to premium price paying customers. In this case, information technology can be a double-edged sword, for it permits sophisticated techniques enabling registration of...

...customization and market segmentation, yet at the same time, allows consumers to dis-intermediate segmented sales channels.

The second principle of the information economy revolves around the cost structure of intangible production. In simple...

8/3,K/6 (Item 3 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01192676 98-42071  
**Charting a new course: Forging the value-focused middle-market bank**  
Winslow, Scott; Capoor, Vikram  
Commercial Lending Review v11n2 PP: 13-26 Spring 1996  
ISSN: 0886-8204 JRNL CODE: CLV  
WORD COUNT: 2477

...TEXT: small groups of customers, the emerging winners of commercial banking are finding ways to capture information on customers' servicing preferences, comfort levels with information technology and direct teleservicing, potential product purchases, and retention...

...that the emerging winners are employing to maximize long-term customer net present value. The first strategy, "transaction banking," employs focused target marketing to cherry-pick the most desirable business--on a product...

...servicing substantially reduce acquisition and ongoing servicing costs allowing the bank to profit from single-product customers.

The second strategy, "value banking," seeks to focus banks' resources (capital, technological, and human) on select high-value segments...

...industries and a detailed understanding of customer needs allow banks employing this strategy to charge premium pricing to segments willing to pay for tailored financial solutions.

Admittedly, the emerging winners' strategies are...

8/3,K/7 (Item 4 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00968298 96-17691  
**Passing the "laugh test" for long-term care insurance partnerships**  
Meiners, Mark R; Goss, Stephen C  
Health Affairs v13n5 PP: 225-228 Winter 1994  
ISSN: 0278-2715 JRNL CODE: HAF  
WORD COUNT: 2511

...TEXT: not want some features required in partnership products, such as inflation protection or home care benefits, because of their higher costs. The states expect that partnership products will predominate over time. Even for people who opt for nonpartnership policies, partnership policies will...

...by the state as reflecting affordable quality. More to the point, these additional non-partnership purchasers who get no special financial

backup from the state could, nonetheless, result in Medicaid savings.

Early feedback from the...

...in New York indicate that partnership sales were 16 percent (3,122 sold) of all sales in the first year for certified insurers.(9) Insurers also have noted a distinct boost to the overall...

8/3,K/8 (Item 5 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00862441 95-11833

**Market intelligence**

Anonymous

International Journal of Retail & Distribution Management Retail Insights

Supplement PP: xv-xvi Spring 1994

ISSN: 0959-0552 JRNL CODE: RDM

WORD COUNT: 911

...ABSTRACT: and revenue, BEATRICE shows the profitability of each individual transaction. Rosenbluth Travel has also used information technology to segment its customer base and differentiate its services, particularly in its business travel facilities. Supermarkets too are leaders in market segmentation with promotions based on individual household purchases. Price Chopper in New York State was among the early practitioners, issuing machine-readable account cards to customers. Information technology can be applied to customer transactions to support the following 3 vital primary functions: 1. identification and segmentation of customers, 2. differentiation of goods and services, and 3. a pricing policy derived from value delivered. Clearly, failure to segment, differentiate and adopt flexible pricing can...

8/3,K/9 (Item 6 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00642475 92-57415

**Invasion of Privacy: A Dilemma for Marketing Research and Database Technology**

Morris, Linda; Pharr, Steven

Journal of Systems Management v43n10 PP: 10-11, 30-31, 42-43 Oct 1992

ISSN: 0022-4839 JRNL CODE: JSM

WORD COUNT: 4202

...TEXT: use of database storage, retrieval and sharing technologies and/or the commercial use of the customer data of interest may become prohibited. Worse yet, the backlash of social outcry and governmental regulation...

...processing, both automated and manual.

Finally, the consumer faces tradeoffs associated with the regulation of information flow at the customer /firm interface. Currently, the consumer stands to benefit from the apparently inherent efficiencies of micro...

...the consumer is the degree of invasion of privacy associated with both the gathering of customer -related information and the combining and sharing of databases for profit and nonprofit purposes.

At the other...

...parties have a stake in the outcome of the invasion of privacy issue.

Robert Finley

The private costs and the benefits to the commercial sector will very likely be of little consequence in the final analysis. The reaction of society will rest upon the public's cost and benefits and the private costs and benefits born by the individual consumer. The balance will be an acceptable sacrifice of privacy for consumer awareness, product choice and cost. Another consideration will be the reaction of the commercial sector. If marketers and IS specialists...

8/3,K/10 (Item 7 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2007 ProQuest Info&Learning. All rts. reserv.

00621504 92-36606  
An Extended Framework for Adjusting Channel Strategies in Industrial Markets  
Hahn, Mini; Chang, Dae R.  
Journal of Business & Industrial Marketing v7n2 PP: 31-43 Spring 1992  
ISSN: 0885-8624 JRNL CODE: JBI  
WORD COUNT: 4967

...TEXT: which links and locks in" hospitals to the firm.(7) Through electronic delivery, buyers receive benefits such as reduced costs and better product information. However, these clients may be forced to buy excessive quantities to meet minimum volume...

...large number of end users, qualify leads and develop prospects, take orders, check inventory, disseminate information, and dispatch customer service. The relative power of producers with respect to both end users and intermediaries is...

...of the intermediaries. Distributors in these channels, therefore, fulfill ancillary functions to producers such as following -up the sales call and providing feedback on leads, inventory status,

8/3,K/11 (Item 1 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2007 Business Wire. All rts. reserv.

00083562 19990802214B1075 (USE FORMAT 7 FOR FULLTEXT)  
Konica Computer Products Launches Website; Online information available to resellers and customers  
Business Wire  
Monday, August 2, 1999 08:17 EDT  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 376

Value Added Reseller customers can also benefit by visiting the channel site. Product information and cost analysis are available to assist end-users in making an informed decision on their next printer purchase. A Value Added Reseller locator is also available to provide customers with contact information of the nearest Authorized Konica Value Added Reseller.

"We wanted to address the specialized needs...

Robert Finley

File 16:Gale Group PROMT(R) 1990-2007/Apr 27  
 (c) 2007 The Gale Group  
 File 148:Gale Group Trade & Industry DB 1976-2007/Apr 27  
 (c)2007 The Gale Group  
 File 160:Gale Group PROMT(R) 1972-1989  
 (c) 1999 The Gale Group  
 File 275:Gale Group Computer DB(TM) 1983-2007/Apr 27  
 (c) 2007 The Gale Group  
 File 621:Gale Group New Prod.Annou.(R) 1985-2007/Apr 27  
 (c) 2007 The Gale Group  
 File 636:Gale Group Newsletter DB(TM) 1987-2007/Apr 27  
 (c) 2007 The Gale Group

Set	Items	Description
S1	1765791	(PRICE OR PRICES OR PRICED OR PRICING OR COST OR COSTS OR - VALUE)(6N)(MERCHANDISE OR GOODS OR WARES OR PRODUCT OR PRODUC- TS)
S2	628406	(PRICE OR PRICES OR PRICED OR PRICING OR COST OR COSTS OR - VALUE)(6N)(BENEFIT OR BENEFITS OR PROMOTION OR PROMOTIONS OR - PREMIUM OR PREMIUMS OR BONUS OR BONUSES OR REWARD OR REWARDS)
S3	828885	(TRANSACTION OR TRANSACTIONS OR PURCHASE OR PURCHASING OR - PURCHASED OR PURCHASES OR SALE OR SALES)(4N)(FIRST OR 1ST OR - SECOND OR 2ND OR SUBSEQUENT OR SUBSEQUENTLY OR FOLLOW OR FOLL- OWING OR NEXT)
S4	890568	(CUSTOMER OR CUSTOMERS OR PURCHASER OR PURCHASERS OR PATRON OR PATRONS OR SHOPPER OR SHOPPERS)(4N)(INFO OR INFORMATION OR DATA OR COMMIT? ? OR COMMITT??? OR COMMITMENT OR OBLIGATION? ? OR OBLIGATORY OR FREQUENT OR PREFERRED OR SPECIAL)
S5	53517	S1(S)S2
S6	11738	S3(2S)S4
S7	63	S5(2S)S6
S8	34	S7 NOT PY>2000
S9	21	RD (unique items)

9/3,K/1 (Item 1 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

07424542 Supplier Number: 62199992 (USE FORMAT 7 FOR FULLTEXT)  
Expert Analysis: Industry Divided On Customer Valuation: Everyone knows  
measuring customer profitability is essential to CRM. So how come no one  
agrees on just how to do it?  
Bank Technology News, v14, n5, p1  
May, 2000  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1519

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...for figuring profitability. As a result, financial companies are frequently at a loss about what data to collect to evaluate customers. They also need to know what amount of data it is necessary to collect, and ...

...precision and accuracy-a situation that further complicates an already complex effort. The users of customer profitability information are legion. Ideally, every employee with any degree of customer contact will be privy to...

...the bank, even those who rarely have contact with customers must also have access to customer profitability data. At issue is finding ways to measure customer profitability that are relevant to the types...

...demonstrates, companies in the United States have very different policies regarding who has access to customer profitability information. The sensitive and confidential nature of customer profitability information leaves many financial firms unwilling to provide any information to customer contact personnel. Institutions committed to CRM typically make information on the relative profitability of customers available to contact personnel...

...be rated Gold. Organizations that provide their contact personnel with more detailed and sophisticated profitability information on customers do so only after extensive training on how to use and interpret that data. In most U.S. financial companies that measure customer profitability, users of the information are typically located in a headquarters or administrative office. Although such personnel may not have direct contact with individual customers, they use the information for both tactical and strategic purposes. In addition to the users listed in Table 2...

...managers, strategic planners, advertising representatives, segment managers, controllers, budget and financial analysts, and operations staff. Customer information is widely used every day to inform an extensive range of tactical and strategic bank decisions. As Table 1 demonstrates, basic information on customer profitability is of value to decision-makers across an enterprise. How they use information and...

...vary, but the value of having access to the information is undeniable. Of course, while customer profitability information can assist a financial institution make better decisions, it is not the sole criterion for doing so. Financial professionals draw upon customer profitability data for a wide range of decisions, including the following: Sales and service messages Depending on the sophistication of the financial institution, sales and service staff...

...purchasing Buying of media advertising and the associated positioning in the market are enhanced when customer profitability information and dynamics are factored into the creation of a marketing campaign. Product pricing An obvious benefit of measuring customers' contributions to the

organization is the ability to selectively re-price existing products and services to improve the profitability of marginally profitable customers. This has been the case...

...such as Chase Manhattan, KeyCorp and Bank One, which have successfully completed campaigns to re-price their products in the recent past. The use of customer profitability information also can mitigate some of the risk inherent in restructuring an existing portfolio. Fee waivers whether raw customer profitability information is provided to bank contact personnel or rules on waivers are provided by so-called...

...locations Institutions wishing to expand or close branches make better-informed decisions if they have customer profitability information in hand. The placement of a branch, its size, the number and types of services...

...is accessible. An ever-present challenge to a financial institution is to understand how much customer profitability data is necessary for any given type of decision. A simple relative profitability ranking may prove ...

...when deciding to waive a fee, but more complete information may be necessary before re-pricing a product or deciding how to staff a branch. Not only must financial institutions understand the various Table 3 provides a sample of how an institution might use customer profitability data. Ideally, a system for measuring customer profitability should contain the capability to measure individual customer...

...widely-for some companies it is simply too much effort. For many institutions, however, the commitment to measuring individual customer contribution will mirror the adherence to a customer relationship management sales and service business strategy...

9/3,K/2 (Item 2 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06932770 Supplier Number: 58161488 (USE FORMAT 7 FOR FULLTEXT)  
Data mining unearths CRM resources.(Brief Article)  
Nosal, Marianne  
Electric Light & Power, v77, n11, p22  
Nov, 1999  
Language: English Record Type: Fulltext  
Article Type: Brief Article  
Document Type: Magazine/Journal; Trade  
Word Count: 1582

... can also provide extraordinary insight into the content and quality of a utility's internal customer databases. Data integrity issues will surface, alerting them to future data processing requirements. Strengths and weaknesses in...

...utility also must consider potential value, such as income that might be gained through future products and services.

Once value segments are identified, the key is to further segment those customers according to wants and...

9/3,K/3 (Item 3 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

06529740 Supplier Number: 55314734 (USE FORMAT 7 FOR FULLTEXT)  
Konica Computer Products Launches Website; Online information available to resellers and customers.



Business Wire, p1075  
August 2, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 337

... also access promotional information, account information and the highly regarded Expertweb online technical support software.  
Value Added Reseller customers can also benefit by visiting the channel site. Product information and cost analysis are available to assist end-users in making an informed decision on their next printer purchase. A Value Added Reseller locator is also available to provide customers with contact information of the nearest Authorized Konica Value Added Reseller.

"We wanted to address the specialized needs...

9/3,K/4 (Item 4 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

06347072 Supplier Number: 54657633 (USE FORMAT 7 FOR FULLTEXT)  
Triarc Reports First Quarter 1999 Results.  
Business Wire, p1200  
May 18, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 2675

... forward- looking statements. Such factors include, but are not limited to, the following: competition, including product and pricing pressures; success of operating initiatives; the ability to attract and retain customers; development and operating...

...franchisees to open new restaurants in accordance with their development commitments; the performance by material customers of their obligations under their purchase agreements; changes in business strategy or development plans; quality of management; availability...

...of capital; business abilities and judgement of personnel; availability of qualified personnel; labor and employee benefit costs; availability and cost of raw materials and supplies; the success of the Company in identifying systems and programs...

...that may be made by third parties.

2. There can be no assurance that the second step of the purchase of National Propane by Columbia Propane will be consummated.

3. No share repurchases have been...

9/3,K/5 (Item 5 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

06226737 Supplier Number: 54242653 (USE FORMAT 7 FOR FULLTEXT)  
Financial: The Dialog Corporation Reports 1998 Results.(Company Financial Information)  
EDGE, on & about AT&T, pNA  
March 22, 1999  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 3279

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...weighting of Profound re-subscriptions that fall due for renewal in the fourth quarter. Operating costs increased as new products were released and additional sales staff employed. New Products In order to leverage the market...

...ROM. With 9 terabytes of information in some 900 databases serving over 20,000 corporate customers around the world, the Information Services Division offers the world's largest professional and commercial online service. The Information Services...Dialog acquired 100% of Write Works Ltd., a company which had developed the UK's first online purchasing and management control system for businesses. Our strategy for 1999 and beyond involves the rollout...

...Board is confident that the actions that we have taken during 1998 will grow shareholder value, although we anticipate that the real benefits will start to show through in our financial results from the second half of 1999...

9/3,K/6 (Item 6 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

04979069 Supplier Number: 47314701 (USE FORMAT 7 FOR FULLTEXT)  
TRAWLIG FOR \$1 BILLION  
DOUG BARTHOLOMEW  
Industry Week, p69  
April 21, 1997  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1752

... time, day or night. Our customers enjoy the same kind of service and availability."  
WITH SALES GROWTH IN THE FIRST FEW MONTHS OF Cisco's 1997 fiscal year spurting 80% ahead of the same period...extra volume."  
And it's not just the sales area that's getting web-derived benefits. Cisco's marketing and product -support costs are being held in check as a result of having all technical documents and marketing information sent to resellers and customers over the company's intranet for partners, also accessible through the web site. "We expect...

9/3,K/7 (Item 7 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

04808608 Supplier Number: 47074939 (USE FORMAT 7 FOR FULLTEXT)  
SONOCO (NYSE:SON) REPORTS FOURTH QUARTER AND YEAR-END RESULTS  
News Release, pN/A  
Jan 29, 1997  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1714

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...1997. Improvement is expected in the second half of 1997 as we begin to realize benefits from growth and cost -reduction initiatives and more favorable prior-year price/cost comparisons. We believe our heaviest reorganization...

...important progress toward strengthening the company's ability to remain the low-cost producer and preferred global supplier for our customers' products and services," said Mr. Coker. "Sonoco has a solid growth plan in

place focused...

...the sale of its screen printing operations. Negotiations continue and Sonoco expects to complete this sale in the first quarter. Earlier this month, Sonoco announced it had signed an agreement with Rock-Tenn Corporation...division was up for the fourth quarter, helping produce a modest increase in sales. Selling price pressures continued in all product segments including fibre drums, plastic drums and intermediate bulk containers. For the year, volume was...

9/3,K/8 (Item 8 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

04125321 Supplier Number: 46019941 (USE FORMAT 7 FOR FULLTEXT)  
FEATURE/2Market Introduces The First After-Christmas "Cyber-Sale";  
Post-Holiday And Valentine's Shopping Promotions To Begin Using  
Interactive CD-ROM And America Online.

Business Wire, p12210071

Dec 21, 1995

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 363

... Then, gift experts and secure electronic ordering added value to digital shopping services. The natural next steps are sales, customer promotions, special offers -- all delivered electronically," said Tom Burt, president and CEO of 2Market.

"Customers who may...

...with the CD-ROM can connect automatically to AOL, tap the online messages and receive price updates, new products, special promotions and other vendor information. A professional gift expert is available through this connection for assistance...

9/3,K/9 (Item 1 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

0019682921 SUPPLIER NUMBER: 50039650 (USE FORMAT 7 OR 9 FOR FULL TEXT)

-IEC: IEC presents 1998 InfoVision Award to AG Communication Systems and Paradyne Corporation

M2 Presswire, N/A

May 28, 1998

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 948 LINE COUNT: 00086

TEXT:

...under license from GTE Corporation. All other trademarks are the property of their respective owners. Subsequent to its sale on August 1, 1996 from AT&T Corp. and Lucent Technologies, Inc., Paradyne is now...

9/3,K/10 (Item 2 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

13397157 SUPPLIER NUMBER: 70745015 (USE FORMAT 7 OR 9 FOR FULL TEXT)

National Income and Product Accounts (PART 2).(Statistical Data Included)

Survey of Current Business, 80, 4, NA

April, 2000

DOCUMENT TYPE: Statistical Data Included

ISSN: 0039-6222

LANGUAGE: English      RECORD TYPE: Fulltext  
WORD COUNT: 27588      LINE COUNT: 10492

... 112.76  
Chain-type price index 101.89 103.09 104.53  
Implicit price deflator 101 .89  
Less: Exports of goods and  
services and income receipts  
from the rest of the world:  
Chain-type quantity index 112.64...gas facilities, transit  
systems, and airfields.  
Table 7.14---Chain-Type Quantity and Price Indexes for Gross  
Domestic Product by Sector  
(Index numbers, 1996=100)

	Line	1995	1996
		Chain-type quantity indexes	
Gross domestic product	1...		
...42 100.00			
State and local	12	98.54	100.00
		Chain-type price indexes	
Gross domestic product	13	98 .10	100.00
Business(1)	14	98.32	100.00
Nonfarm(2)	15	98.50...	

9/3,K/11 (Item 3 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

10487947 SUPPLIER NUMBER: 21168771 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
AMR lands the medal!  
Avery, Susan  
Purchasing, v125, n4, p36(1)  
Sept 15, 1998  
ISSN: 0033-4448 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 6986 LINE COUNT: 00555

## TEXT:

...that benefits both the airline and the supplier. This way, the two parties know annual costs up front and gain benefits by working together to develop a more reliable product. For in-flight entertainment systems, the...

9/3,K/12 (Item 4 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

10483140 SUPPLIER NUMBER: 21165957 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
A Fresh Approach.(work-site marketing by life and health insurance companies)  
Collett, Douglas A.; Gold, Andrew D.; Suri, Pinto  
Best's Review - Property-Casualty Insurance Edition, v98, n5, p29(1)  
Sept, 1998  
ISSN: 0161-7745 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 5263 LINE COUNT: 00440

TEXT:

...the work-site market are always evaluating potential acquisitions in terms of the agency force, customer service and information systems in place to properly administer the business of the acquisition target. In addition to...

...and because many policyholders can be reached at one location, rather than at home. Administrative costs of billings are lower than individual premium mailings, and, if the employer has flexible benefit plans, the natural increase in persistency adds...

...the amount of contributions available for employee benefits programs and must continue to shift some benefit costs to employees through supplementary, voluntary benefit plans. Underwriting Standards Simplified-issue and guaranteed-issue underwriting standards are commonly used in work...that would tend to be more receptive to gaining access to a broader choice of benefits with less cost (monetary and administrative) to the employer. Indeed, this is the foundation for the future growth...

9/3,K/13 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

10483122 SUPPLIER NUMBER: 21165939 (USE FORMAT 7 OR 9 FOR FULL TEXT)

A Fresh Approach.

Collett, Douglas A.; Gold, Andrew D.; Suri, Pinto  
Best's Review - Life-Health Insurance Edition, v98, n5, p69(1)  
Sept, 1998

ISSN: 0005-9706 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 5279 LINE COUNT: 00439

TEXT:

...the work-site market are always evaluating potential acquisitions in terms of the agency force, customer service and information systems in place to properly administer the business of the acquisition target. In addition to...

...and because many policyholders can be reached at one location rather than at home. Administrative costs of billings are lower than individual premium mailings, and, if the employer has flexible benefit plans, the natural increase in persistency adds...

...the amount of contributions available for employee benefits programs and must continue to shift some benefit costs to employees through supplementary, voluntary benefit plans. Underwriting Standards Simplified-issue and guaranteed-issue underwriting standards are commonly used in work...that would tend to be more receptive to gaining access to a broader choice of benefits with less cost (monetary and administrative) to the employer. Indeed, this is the foundation for the future growth...

9/3,K/14 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

09445746 SUPPLIER NUMBER: 19327524 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Trawling for \$1 billion. (Cisco System's sales through the Internet)(Success in Cyberspace; Sales & Marketing: The Internet, Part 1)

Bartholomew, Doug  
Industry week, v246, n8, p68(4)  
April 21, 1997

ISSN: 0039-0895 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1893 LINE COUNT: 00148

... are being held in check as a result of having all technical documents and marketing information sent to resellers and customers over the company's intranet for partners, also accessible through the web site. "We expect...

9/3,K/15 (Item 7 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

08063952 SUPPLIER NUMBER: 17166409 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Why banks will be great in insurance.(column)  
Santmire, Glenn F.  
American Banker, v160, n153, p15(1)  
August 10, 1995  
DOCUMENT TYPE: Column ISSN: 0002-7561 LANGUAGE: English  
RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 604 LINE COUNT: 00055

... of insurance along with other financial services products.  
Third, when banks sell insurance products, consumers benefit by having access to competitively priced products and services.  
Currently, thousands of U.S. banks already sell insurance in one form or...

9/3,K/16 (Item 8 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

07972223 SUPPLIER NUMBER: 17198620 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Using loan portfolio information in the credit process.  
Houle, Michael C.  
Journal of Commercial Lending, v77, n10, p50(8)  
June, 1995  
ISSN: 1062-6271 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 2572 LINE COUNT: 00245

... operations are generally discounted as to their value to the basic business or the sale price outside the historical benefit to the store's operation. An internal value for the business is developed, and the ...

9/3,K/17 (Item 9 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

06171203 SUPPLIER NUMBER: 12924490 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Invasion of privacy: a dilemma for marketing research and database technology. (basic issues regarding technology and invasion of privacy)  
Morris, Linda; Pharr, Steven  
Journal of Systems Management, v43, n10, p10(6)  
Oct, 1992  
ISSN: 0022-4839 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 4494 LINE COUNT: 00378

... the individual consumer. The balance will be an acceptable sacrifice of privacy for consumer awareness, product choice and cost. Another consideration will be the reaction of the commercial sector. If marketers and IS specialists...

9/3,K/18 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

03900038 SUPPLIER NUMBER: 06967948 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Second Annual Directory of Human Resources Services, Products and  
Suppliers, January 1989. (directory)  
Personnel, v66, n1, p01(167)  
Jan, 1989  
DOCUMENT TYPE: directory ISSN: 0031-5702 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 155534 LINE COUNT: 14711

... information on  
in-patient psychiatric care and hospital-based  
mental health services. Booklets and data  
available on mental health insurance coverage,  
benefit design, and managed care  
programs (e.g. mental health...

9/3,K/19 (Item 1 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2007 The Gale Group. All rts. reserv.

02833279 Supplier Number: 45744722 (USE FORMAT 7 FOR FULLTEXT)  
U.S. ROBOTICS: U.S. Robotics tops UK modem market for second year running  
M2 Presswire, pN/A  
August 25, 1995  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 387

... of the company over the last six years has been due to channel  
integrity, aggressive pricing, strong product branding and promotion  
Last year our advertising spend was twice that of all our competitors put  
together."  
U...

...cellular networks, enabling users to gain access to, manage and share  
data, fax and voice information.

Its customers include Internet service providers, regional Bell  
operating companies and a wide range of other large corporations,  
businesses, institutions and individuals. The company's 1994 sales were  
\$499.0 million; sales for the first nine months of fiscal 1995 were  
\$596.0 million.

CONTACT: Lucy Brown, U.S. Robotics...

9/3,K/20 (Item 2 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2007 The Gale Group. All rts. reserv.

01307634 Supplier Number: 41497455 (USE FORMAT 7 FOR FULLTEXT)  
THE TDO MUST NOW FOCUS ON CRITICAL TRANSACTIONS  
Export Control News, v4, n8, pN/A  
August 15, 1990  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 1988

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...against the TDO, but it is illegal to deal with TDO parties in  
export-related transactions. This situation begs the following  
question: how far should a company go in implementing a system for TDO

screening? Should...

...screen the customers' addresses against all of the addresses in the TD0?  
When screening a customer, how much information should be requested  
about the names of the principle officers and owners of the customer...  
products; it should also allow exporters to focus their limited resources  
on the truly critical products. Cost - Benefit Analysis of the Dollars  
One question that arises from Ms. Soria-Romeo's article is...  
...US government and the relatively low fines for shipping to parties on  
the TD0, a cost - benefit analysis may lead a large multinational  
corporation (especially a company outside the US) to conclude...

9/3,K/21 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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01054026 Supplier Number: 40574992 (USE FORMAT 7 FOR FULLTEXT)  
AT&T ANNOUNCES NEW EQUIPMENT, ENHANCEMENTS AND SALES PROMOTIONS  
The Report on AT&T, v6, n45, pN/A  
Nov 14, 1988  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 534

... fits under an airline seat," said Barbara Coulter, division manager  
for AT&T's fax product line.

AT&T is offering special price promotions on its Dataphone II  
Modem 2192A modem, on sale through Dec. 24 at \$6,500...

...Modem 2192A gives users the ability to spot and diagnose faults on  
private line networks.

Sale On Multiplexers

A second price promotion offers reductions up to 30 percent through  
Dec. 31 on three groups of...

...719 Networker, D4 Channel Banks and Channel Division Multiplexers, and  
either channel service units or data service units.

Customers must purchase one product from at least two of the three  
product families to qualify...



File 20:Dialog Global Reporter 1997-2007/Apr 30  
(c) 2007 Dialog

Set	Items	Description
S1	822580	(PRICE OR PRICES OR PRICED OR PRICING OR COST OR COSTS OR - VALUE)(6N)(MERCHANDISE OR GOODS OR WARES OR PRODUCT OR PRODUC- TS)
S2	401465	(PRICE OR PRICES OR PRICED OR PRICING OR COST OR COSTS OR - VALUE)(6N)(BENEFIT OR BENEFITS OR PROMOTION OR PROMOTIONS OR - PREMIUM OR PREMIUMS OR BONUS OR BONUSES OR REWARD OR REWARDS)
S3	554858	(TRANSACTION OR TRANSACTIONS OR PURCHASE OR PURCHASING OR - PURCHASED OR PURCHASES OR SALE OR SALES)(4N)(FIRST OR 1ST OR - SECOND OR 2ND OR SUBSEQUENT OR SUBSEQUENTLY OR FOLLOW OR FOLL- OWING OR NEXT)
S4	326122	(CUSTOMER OR CUSTOMERS OR PURCHASER OR PURCHASERS OR PATRON OR PATRONS OR SHOPPER OR SHOPPERS)(4N)(INFO OR INFORMATION OR DATA OR COMMIT? ? OR COMMITT??? OR COMMITMENT OR OBLIGATION? ? OR OBLIGATORY OR FREQUENT OR PREFERRED OR SPECIAL)
S5	31238	S1(S)S2
S6	5645	S3(2S)S4
S7	234	S5(F)S6
S8	6	S7 NOT PY>2000

8/3,K/1

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2007 Dialog. All rts. reserv.

12022708 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Valassis Communications Posts Strong Second Quarter with 10% Revenue Gain  
and 27% EPS Growth

PR NEWSWIRE

July 20, 2000

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1057

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... 2000, FSI revenues increased 8.9%. Management attributed this growth to solid demand for FSI promotions, particularly from full-price, consumer package goods customers and continued growth in full-page versus half-page ads. In addition, demand for...

... of Relationship Marketing Group, direct mail and e-mail delivered vehicles that use grocery retail frequent shopper data to target communications. This division now posts 2000 participating retailers, and signed several significant consumer...

8/3,K/2

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2007 Dialog. All rts. reserv.

11179660 (USE FORMAT 7 OR 9 FOR FULLTEXT)

HEWLETT-PACKARD: HP deploys ShortCycles E-service for sales-force communications; Co-developed ASP solution targeted for use by 15,000 HP worldwide sales personnel and channel partners

M2 PRESSWIRE

May 24, 2000

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 649

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... Context-Maps technology, the ShortCycles ASP solution organizes, categorizes and retrieves unstructured sales and marketing information such as presentations, customer references, audio/video materials and competitive analysis. Based in San Bruno, Calif., ShortCycles is a...

...www.hp.com.

Information in the releases is accurate at the time of release. However, product specifications and availability, promotions, prices, relationships, contact numbers and other specific information may change over time. Some information about product pricing and availability may be limited to specific geographic areas and may differ in other areas...

8/3,K/3

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2007 Dialog. All rts. reserv.

10563221 (USE FORMAT 7 OR 9 FOR FULLTEXT)

IT Portfolio - Cap Gemini Case Studies - Tower of Abell.

MANAGEMENT CONSULTANCY, p27

April 13, 2000

JOURNAL CODE: WMNC LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1890

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... and their clients to explore different financial options, answer "what if?" questions and review the costs and benefits of different product options. The point-of-sale system components are an enhanced and customised version of the...

...office departments.

And customer information only needs to be captured once at the point of sale. For subsequent customer reviews, the information available on the laptop will have automatically been updated from back office systems and this...

8/3,K/4

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2007 Dialog. All rts. reserv.

09710208 (USE FORMAT 7 OR 9 FOR FULLTEXT)

HEWLETT-PACKARD: HP SureStore E Disk Array XP256 delivers first multivendor instant capacity on demand storage solution; HP raises the stakes in storage, leads the way in management, security and disaster recovery

M2 PRESSWIRE

February 23, 2000

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 878

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... infrastructure that can expand capacity -- instantly -- as the business expands determines whether the customer's next sales promotion generates huge revenues or a backlog of inventory," said Marilyn Edling, vice president and...

...www.hp.com.

Information in the releases is accurate at the time of release. However, product specifications and availability, promotions, prices, relationships, contact numbers and other specific information may change over time. Some information about product pricing and availability may be limited to specific geographic areas and may differ in other areas...

8/3,K/5

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2007 Dialog. All rts. reserv.

09403279 (USE FORMAT 7 OR 9 FOR FULLTEXT)

CAP GEMINI: Sales rise by 36% at Britannic Assurance

M2 PRESSWIRE

February 02, 2000

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 914

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... and their clients to explore different financial options, answer "what if?" questions and review the costs and benefits of different product options. The point-of-sale system components are an enhanced and customised version of the...

...enquiries and instructions.

Customer information only needs to be captured once at the point of sale. For subsequent customer reviews, the information available on the laptop will have automatically been updated from back office systems and this...

Robert Finley

8/3,K/6

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2007 Dialog. All rts. reserv.

06490869 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Konica Computer Products Launches Website; Online information available to  
resellers and customers

BUSINESS WIRE

August 02, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 507

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Value Added Reseller customers can also benefit by visiting the  
channel site. Product information and cost analysis are available to  
assist end-users in making an informed decision on their next printer  
purchase. A Value Added Reseller locator is also available to provide  
customers with contact information of the nearest Authorized Konica  
Value Added Reseller.

"We wanted to address the specialized needs...

Robert Finley

File 2:INSPEC 1898-2007/Apr w3  
 (c) 2007 Institution of Electrical Engineers  
 File 35:Dissertation Abs Online 1861-2007/Apr  
 (c) 2007 ProQuest Info&Learning  
 File 65:Inside Conferences 1993-2007/Apr 30  
 (c) 2007 BLDSC all rts. reserv.  
 File 99:Wilson Appl. Sci & Tech Abs 1983-2007/Mar  
 (c) 2007 The HW Wilson Co.  
 File 256:TecInfoSource 82-2007/Apr  
 (c) 2007 Info.Sources Inc  
 File 474:New York Times Abs 1969-2007/Apr 30  
 (c) 2007 The New York Times  
 File 475:Wall Street Journal Abs 1973-2007/Apr 28  
 (c) 2007 The New York Times  
 File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13  
 (c) 2002 The Gale Group

Set	Items	Description
S1	100464	(PRICE OR PRICES OR PRICED OR PRICING OR COST OR COSTS OR - VALUE)(16N)(MERCHANDISE OR GOODS OR WARES OR PRODUCT OR PRODU- CTS)
S2	51831	(PRICE OR PRICES OR PRICED OR PRICING OR COST OR COSTS OR - VALUE)(16N)(BENEFIT OR BENEFITS OR PROMOTION OR PROMOTIONS OR PREMIUM OR PREMIUMS OR BONUS OR BONUSES OR REWARD OR REWARDS)
S3	62145	(TRANSACTION OR TRANSACTIONS OR PURCHASE OR PURCHASING OR - PURCHASED OR PURCHASES OR SALE OR SALES)(10N)(FIRST OR 1ST OR SECOND OR 2ND OR SUBSEQUENT OR SUBSEQUENTLY OR FOLLOW OR FOLL- OWING OR NEXT)
S4	21436	(CUSTOMER OR CUSTOMERS OR PURCHASER OR PURCHASERS OR PATRON OR PATRONS OR SHOPPER OR SHOPPERS)(10N)(INFO OR INFORMATION - OR DATA OR COMMIT? ? OR COMMITT??? OR COMMITMENT OR OBLIGATIO- N? ? OR OBLIGATORY OR FREQUENT OR PREFERRED OR SPECIAL)
S5	3	S1 AND S2 AND S3 AND S4
S6	3	S5 NOT PY>2000

6/3,K/1 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2007 Institution of Electrical Engineers. All rts. reserv.

07571600 INSPEC Abstract Number: C2000-06-7180-001

Title: Produce Sales Predictor: a produce management tool for small food retailers

Author(s): Bacon, J.R.; Toensmeyer, U.C.; Graham, W.Q.

Author Affiliation: Dept. of Food & Resource Econ., Delaware Univ., Newark, DE, USA

Conference Title: Computers in Agriculture 1998. Proceedings of the 7th International Conference p.131-7

Editor(s): Zazueta, F.S.

Publisher: American Soc. Agric. Eng, St. Joseph, MI, USA

Publication Date: 1998 Country of Publication: USA xvii+999 pp.

ISBN: 0 929355 99 7 Material Identity Number: XX-1998-02968

Conference Title: Proceedings of 7th International Conference on Computers in Agriculture

Conference Sponsor: ASAE; Univ. Florida

Conference Date: 26-30 Oct. 1998 Conference Location: Orlando, FL, USA

Language: English

Subfile: C

Copyright 2000, IEE

...Abstract: been limited, especially for small independent supermarkets. Scanner data is a readily available source of product -specific information. The richness of scanner data for fresh produce comes from the quantity and price expenditure information that is available on a daily basis. The Produce Sales Predictor Copyright was...

... produce more accurately using their scanner data. The software allows the user to monitor the following data about your products : purchases , inventory, product transfers to and from other store departments, price and quantity sold. With proper use of scanner data managers can get a better picture of their customer buying patterns, preferences, and response to price changes and promotions , thereby making local marketing more doable and cost effective. Using a small retailers' data the Produce Sales Predictor Copyright can display easily read...

6/3,K/2 (Item 1 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

(c) 2002 The Gale Group. All rts. reserv.

05860865

LA SCOA LANCE DES CLUBS-ENTREPOTS

FRANCE: SCOA LAUNCHES WAREHOUSE CLUBS

LSA (LSA) 20 May 1993 No1351, p.18-19

Language: FRENCH

SCOA, the international trade company has started warehouse clubs, a new sales formula in France. A first test warehouse club will open, and if the French like it, others will follow with...

... 1,500 m2. A card index will set up from membership cards, giving supplies a data base with the names of customers . They will be able to inform them of special offers, national brand products , at the lowest possible prices . A bonus will be offered at the end of the year. The principle of warehouse clubs is to offer low prices all year round, instead of offering promotions from time to time.

6/3,K/3 (Item 2 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

(c) 2002 The Gale Group. All rts. reserv.

05136492

Price is the name of the game

UK - PC BRAND NAMES NOT ALWAYS ATTRACTIVE

Financial Times (C) 1992 (FT) 16 June 1992 p17

... Compaq yesterday launched a range of 'affordable' desktop and notebook computers, abandoning its decade-old 'premium pricing' strategy. IBM is taking a different tack. By establishing its own clone-sales subsidiaries in...

...aims to preserve the quality-brand image of its own PS/2 and PS/1 product lines, while participating in the fast-growing, 'price-sensitive' segment of the market. For both companies, these are painful adjustments. In the 1980s...

...one third of personal computer unit sales in the US, according to market researchers International Data Corporation. 'We lost some of our customers' business,' acknowledges Eckart Pfeiffer, Compaq president and chief executive. Corporate buyers, among them some of Compaq's best customers, switched to lower-priced vendors when Compaq's price premium became too high to justify, the company now recognises. Yet as IBM and Compaq struggle...

... One explanation for the ferment in the personal computer market is that a bulge of second-time buyers; those who first purchased a PC when the industry was in its heyday, has coincided with economic recessions in ...

Robert Finley

File 347:JAPIO Dec 1976-2006/Dec(Updated 070403)  
 (c) 2007 JPO & JAPIO  
 File 348:EUROPEAN PATENTS 1978-2007/ 200716  
 (c) 2007 EUROPEAN PATENT OFFICE  
 File 349:PCT FULLTEXT 1979-2007/UB=20070419UT=20070312  
 (c) 2007 WIPO/Thomson  
 File 350:Derwent WPIX 1963-2007/UD=200725  
 (c) 2007 The Thomson Corporation

Set	Items	Description
S1	138896	(PRICE OR PRICES OR PRICED OR PRICING OR COST OR COSTS OR - VALUE)(12N)(MERCHANDISE OR GOODS OR WARES OR PRODUCT OR PRODU- CTS)
S2	26136	(PRICE OR PRICES OR PRICED OR PRICING OR COST OR COSTS OR - VALUE)(12N)(BENEFIT OR BENEFITS OR PROMOTION OR PROMOTIONS OR PREMIUM OR PREMIUMS OR BONUS OR BONUSSES OR REWARD OR REWARDS)
S3	31128	(TRANSACTION OR TRANSACTIONS OR PURCHASE OR PURCHASING OR - PURCHASED OR PURCHASES OR SALE OR SALES)(8N)(FIRST OR 1ST OR - SECOND OR 2ND OR SUBSEQUENT OR SUBSEQUENTLY OR FOLLOW OR FOLL- OWING OR NEXT)
S4	62440	(CUSTOMER OR CUSTOMERS OR PURCHASER OR PURCHASERS OR PATRON OR PATRONS OR SHOPPER OR SHOPPERS)(8N)(INFO OR INFORMATION OR DATA OR COMMIT? ? OR COMMITT??? OR COMMITMENT OR OBLIGATION? ? OR OBLIGATORY OR FREQUENT OR PREFERRED OR SPECIAL)
S5	2496	S1(40N)S2
S6	2138	S3(60N)S4
S7	7	S5(80N)S6
S8	5	S7 AND IC=(G06F OR G06Q)



8/3,K/1 (Item 1 from file: 348)  
DIALOG(R)File 348:EUROPEAN PATENTS  
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01540918

SALES PREDICTION USING CLIENT VALUE REPRESENTED BY THREE INDEX AXES AS  
CRITERION

VERKAUFSVORHERSAGE UNTER VERWENDUNG EINES DURCH DREI INDEXACHSEN  
REPRESENTIERTEN CLIENTWERTES ALS KRITERIUM  
PREVISION DE VENTES A L'AIDE D'UNE VALEUR DE CLIENT REPRESENTEE PAR TROIS  
AXES D'INDICES SERVANT DE CRITERE

PATENT ASSIGNEE:

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104-8411, (JP), (Applicant designated States: all)

INVENTOR:

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KAWAI, Tetsuya, c/o DENTSU TEC INC., 8-9, Tsukiji 1-chome, Chuo-ku, Tokyo  
104-8411, (JP)

LEGAL REPRESENTATIVE:

Gray, James et al (94641), Withers & Rogers, Goldings House, 2 Hays Lane,  
London SE1 2HW, (GB)

PATENT (CC, No, Kind, Date): EP 1413967 A1 040428 (Basic)  
WO 2002099711 021212

APPLICATION (CC, No, Date): EP 2002722876 020426; WO 2002JP4289 020426

PRIORITY (CC, No, Date): JP 2001165325 010531

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;  
LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS (V7): G06F-017/60 ; G06F-019/00

ABSTRACT WORD COUNT: 142

NOTE:

Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; Japanese

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200418	2070
SPEC A	(English)	200418	6279
Total word count - document A			8349
Total word count - document B			0
Total word count - documents A + B			8349

INTERNATIONAL PATENT CLASS (V7): G06F-017/60 ...

... G06F-019/00

...SPECIFICATION purchase sums, absolute-count values, and percentages of  
increase and decrease for the above repeat customers , new customers ,  
and ex- customers .  
With this data , it is possible to perform more-accurate predictions  
of future values.

Industrial Applicability  
The sales...

...method based on triple-axis mapping of customer value of the present  
invention has the following effects. The sales -predicting method of  
the present invention can determine the magnitude and resources of  
current value and future value for customers of specific  
merchandise ; can provide data for selecting effective sales- promotion  
investments suited to these customers; and can provide a  
sales-predicting method according to targets...

8/3,K/2 (Item 1 from file: 349)

Robert Finley

DIALOG(R)File 349:PCT FULLTEXT  
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01492303      \*\*Image available\*\*

PRINT REMOTELY TO A MOBILE DEVICE

IMPRESSION A DISTANCE POUR UN DISPOSITIF MOBILE

Patent Applicant/Assignee:

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Legal Representative:

SILVERBROOK Kia (agent), 393 Darling Street, Balmain, New South Wales  
2041, AU

Patent and Priority Information (Country, Number, Date):

Patent: WO 200733397 A1 20070329 (WO 0733397)

Application: WO 2005AU1416 20050919 (PCT/WO AU2005001416)

Designated States:

(All protection types applied unless otherwise stated - for applications  
2004+)

AE AG AL AM AT AU AZ BA BB BG BR BW BY BZ CA CH CN CO CR CU CZ DE DK DM  
DZ EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KM KP KR KZ  
LC LK LR LS LT LU LV LY MA MD MG MK MN MW MX MZ NA NG NI NO NZ OM PG PH  
PL PT RO RU SC SD SE SG SK SL SM SY TJ TM TN TR TT TZ UA UG US UZ VC VN  
YU ZA ZM ZW

(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IS IT LT LU LV MC NL  
PL PT RO SE SI SK TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) BW GH GM KE LS MW MZ NA SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext word Count: 100576

International Patent Class (v8 + Attributes)

IPC + Level Value Position Status Version Action Source Office:

G06F-0003/13 ...

...AU

G06F-0017/30 ...

Fulltext Availability:

Detailed Description

Detailed Description

... Optionally the print medium is provided with first coded data in a  
first format and second coded data in a second format, the first  
coded data encoding first information and the second coded data  
encoding second information, at least some of the first information  
being indicative of the print media identifier, the first format being a  
linear pattern, at...

8/3,k/3 (Item 2 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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01435247

CONSISTENT SET OF INTERFACES DERIVED FROM A BUSINESS OBJECT MODEL  
ENSEMBLE D'INTERFACES COHERENT DERIVE D'UN MODELE D'OBJETS COMMERCIAUX

Patent Applicant/Assignee:

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RADCKE Ruediger, Varoskuti ut 17A, 1125 Budapest, HU, HU (Residence), DE (Nationality),  
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REINEMUTH Frank, Atzelbuckelstr. 12, 68259 Mannheim, DE, DE (Residence), DE (Nationality),  
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STOTZ Sergej, Sperlingweg 17, 69168 Wiesloch, DE, DE (Residence), DE (Nationality),  
THOME Frank, Nebeniusstrasse 33, 76137 Karlsruhe, DE, DE (Residence), DE (Nationality),  
WAGNER Andre, In der Kappisau 3a, 74889 Sinsheim, DE, DE (Residence), DE (Nationality),  
WEISS Burkhard, Hesselgasse 5, 69168 Wiesloch, DE, DE (Residence), DE (Nationality),  
WINKEL Rudolf, Heidelberger Str. 95, 69190 Walldorf, DE, DE (Residence), DE (Nationality),  
ZADRO Renato, Hofaecker 6, 68782 Bruehl, DE, DE (Residence), DE (Nationality),  
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AE AG AL AM AT AU AZ BA BB BG BR BW BY BZ CA CH CN CO CR CU CZ DE DK DM  
DZ EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KM KN KP KR  
KZ LC LK LR LS LT LU LV LY MA MD MG MK MN MW MX MZ NA NG NI NO NZ OM PG  
PH PL PT RO RU SC SD SE SG SK SL SM SY TJ TM TN TR TT TZ UA UG US UZ VC  
VN YU ZA ZM ZW  
(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IS IT LT LU LV MC NL

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PL PT RO SE SI SK TR  
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG  
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DIALOG(R)File 349:PCT FULLTEXT  
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01314530 \*\*Image available\*\*  
A SHOPPING SYSTEM AND METHOD  
SYSTEME ET PROCEDE D'ACHAT  
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Patent and Priority Information (Country, Number, Date):  
Patent: WO 2005122020 A1 20051222 (WO 05122020)  
Application: WO 2005SG185 20050608 (PCT/WO SG2005000185)  
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AE AG AL AM AT AU AZ BA BB BG BR BW BY BZ CA CH CN CO CR CU CZ DE DK DM  
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LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NA NG NI NO NZ OM PG PH PL  
PT RO RU SC SD SE SG SK SL SM SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU  
ZA ZM ZW  
(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IS IT LT LU MC NL PL  
PT RO SE SI SK TR  
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Fulltext Availability:  
Detailed Description

#### Detailed Description

... a particular benefit should a product  
be purchased, and a coupon which provides a further  
benefit, for example, one dollar off the price of the  
product. The present targeting also enables cash back  
systems to be offered in which the inducement...

...cash back voucher where actual cash is returned

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to the shopper on the shopper's next purchase of any particular item. These vouchers can be offered as part of a shopping list...

...shopping list  
at the entrance to a store or at kiosks within a store.

The data relating to a particular shopper is supplied to the customer database 102 from the retail central server 108 which receives...

8/3,K/5 (Item 4 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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01296738 \*\*Image available\*\*

CUSTOMIZED SALES SOFTWARE AND IMPLEMENTATION  
LOGICIEL DE VENTES SUR MESURE ET IMPLEMENTATION

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LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NA NI NO NZ OM PG PH PL PT  
RO RU SC SD SE SG SK SL SM SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA  
ZM ZW

(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IS IT LT LU MC NL PL  
PT RO SE SI SK TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) BW GH GM KE LS MW MZ NA SD SL SZ TZ UG ZM ZW

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International Patent Class (v8 + Attributes)

IPC + Level Value Position Status Version Action Source Office:

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Fulltext Availability:

Detailed Description

Detailed Description

... the process of building a quotation, the high level steps including  
(1) obtain the accurate customer details; (2) obtain any standard or  
special discounts that apply to the customer ; (3) build a list of  
products to be quoted; (4) set any special terms or...

...environment, such that each step must be completed before the next can be commenced. The transaction engine 22, user interface 20 and data repository of software 10 avoid such time consuming...

...For instance, during a quote build where customer 14 initiates an enquiry for all required customer data, transaction engine 22 may continue to build a list of products before the requested customer information is available. Once the customer data is available, customer 14 is notified and the relevant customer details and standard discounts set for the products...

...sales

5

software and system. Examples of such source information or data include customer information, product lists, default pricing, entitlement/discounts, product configurators, preinstalled inventory, discount delegation, promotions, clothing, or customer/product specifics.

Data repository 24 is a relational database and is capable of maintaining all required...